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Imagine...







**COVER:** the 70.54 metre *Talisman C*  
Photography: Courtesy of Proteksan Turquoise

issue 311



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BUGSY GEDLEK; MARC PARIS; ALEXIS ANDREWS



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may 12

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Eye Opener of 49.7m *Zefira* in the BVIs; Mangusta moves into displacement yachts with the Oceano 148; Hanseatic Marine launches the latest in its Silver series of long, lean motor yachts; Horizon's new ice-class expedition motor yacht EP148 nears delivery; *Boat International* attends the Viareggio launch of a 45m Rossi Navi designed by Tommaso Spadolini and Rémi Tessier; Spirit Yachts and Sparkman & Stephens to collaborate on a 42.4m J-Class sailing yacht for modern regatta conditions; ISA celebrates its fourth order of 2012, a 43m Granturismo; our roundup of the most-read stories and hottest topics on boatinternational.com

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ARK ANGEL

86

Having started life as a Japanese maritime cadet training vessel, this remarkable superyacht had been through a conversion and a refit at HYS in the Philippines, before her third owner took her back to HYS once again for a third makeover. The result is a modern, rugged superyacht built for long range cruising and sumptuous entertaining

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TALISMAN C

The largest yacht to date from Proteksan Turquoise, the 70.54m *Talisman C* is an evolution of her owner's previous yacht, and boasts a practical design with dramatic details

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SEANNA

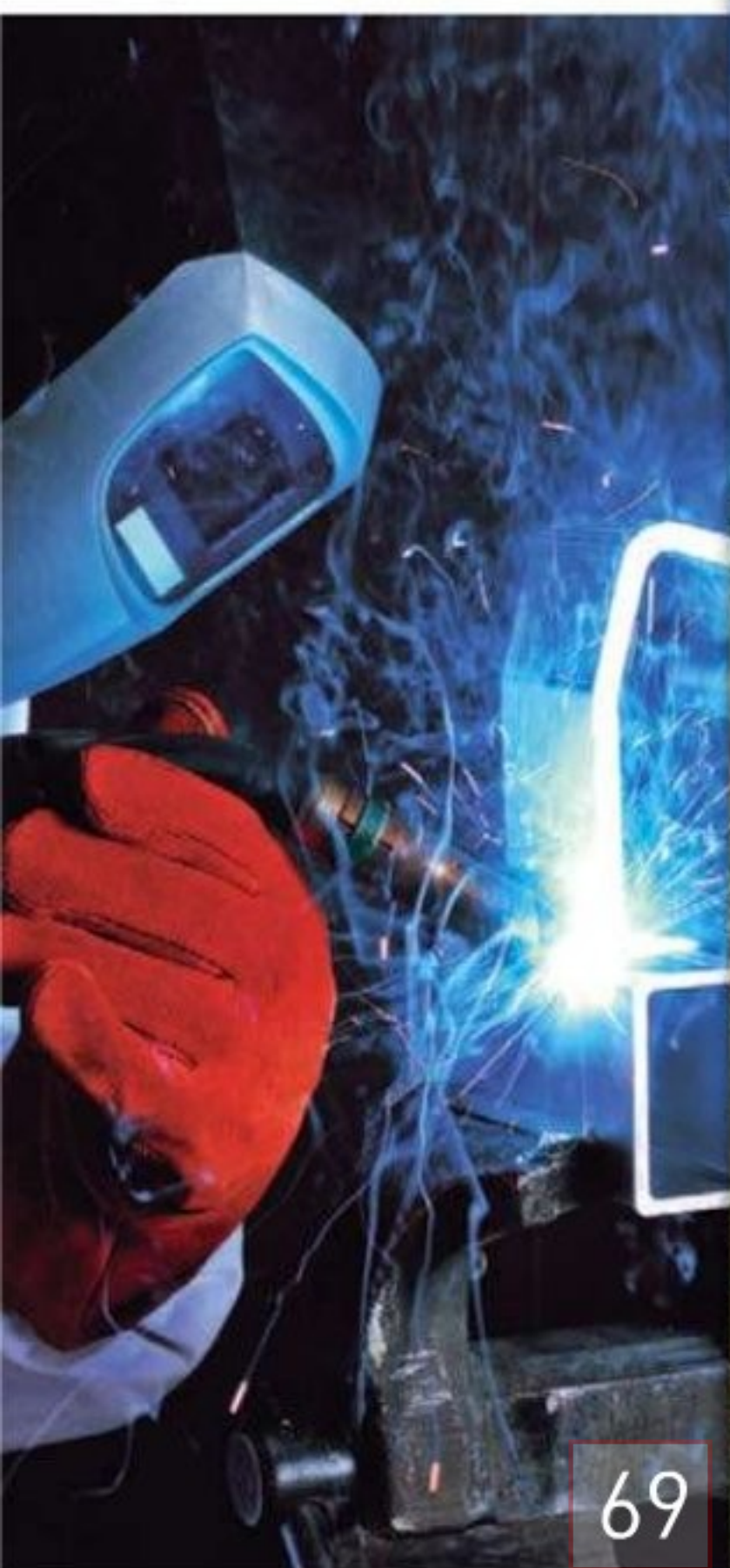
With a volume of 1,426 gross tonnes, the 64.5m *Seanna* combines generously proportioned communal areas with snug, highly individual spaces, including a library with a gas fireplace

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KARIA

This handsome 45m motor yacht from RMK Marine and Ron Holland Design balances family life with explorer capabilities and maximises space with efficient design – as well as featuring a huge skydeck





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AMELS; JIM RAYCROFT; COURTESY OF HYS YACHTS

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All the sailing, sunshine and parties from this flagship event in the British Virgin Islands

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*Boat International's* annual roadmap for the refit you want, featuring the latest technology, regulations, innovations, tips, and a superyacht refit that will expand your horizons

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OCEAN TRAVELLER

### EXPLORING THE SOUTH PACIFIC

For the owner of the 50m motor yacht *SuRi*, too many toys is not nearly enough. He invited *Boat International* along to enjoy them all while cruising the Fijian archipelago, in one of the great charter experiences

### BROKERAGE

Providing a broad range of services, refit is a fascinating and unusual corner of the superyacht industry. We explore the market forces and attractions that are helping some refit yards to expand and improve. Plus there's our usual detailed breakdown of the month in yacht sales, price updates, and new arrivals to the market

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CARLO BORLENGHI

**'Tricky conditions had seen the fleet engage in an epic battle not only with each other, but also with the rocks and the strategy that the difficult shifts dictated...'**



ALASTAIR ABREHART

Sitting at the Fat Virgin, tucking into a delicious chicken roti after another hard day on the water in the British Virgin Islands, I was suddenly transported back to my (misspent) youth. It wasn't my icy cold rum and coke that brought on this sudden flight down memory lane, but rather the action I had witnessed on the water at the Loro Piana Caribbean Superyacht Regatta & Rendezvous. Tricky conditions had seen the fleet of 13 sailing

superyachts engage in an epic battle not only with each other, but also with the rocks that formed marks of the course and the strategy that the difficult shifts dictated (turn to [page 48](#) for more, and look for our videos of the action on the iPad this issue).

It may be a stretch, but the parallels to my own teenage jaunts in my long-since departed Laser II seemed, for some reason, quite pertinent. Ah, those heady days of endless summers, launching my dinghy on the foreshore at Emsworth and catapulting it across Langstone Harbour with two friends on board (one on the wire, one safeguarding the dry box). Yes, like the regatta fleet our dawn-to-dusk sprints were also about tactics and obstacle dodging. We had it timed to perfection: sail the morning tide out and round to the Royal Oak pub at Langstone, which we would reach just as the doors opened and the tide ebbed away, then catch the evening tide back after a leisurely sampling of ice cold cider and a basket of fries or two. The obstacles came in the form of the numerous mud banks in the harbour which, while covered most of the time, were just shoal enough to catch the daggerboard of the Laser II – usually resulting in the hilarious spectacle of my trapeze man arcing round

the forestay with limbs flailing as we came to a sudden, dead stop.

This was usually followed by a day repairing the leading edge of the board and cleaning the seaweed from the masthead, although when I compare the maintenance my charge involved to the mammoth works undertaken by HYS Yachts in the Philippines, it does seem comparatively minor. HYS has been converting commercial vessels to sturdy superyachts for more than a decade, including its latest launch – the 55m *Ark Angel* – on which HYS has just completed its third refit for her third owner. You can read all about her in our feature starting on [page 86](#).

In contrast, we also take a look at three brand new yachts, each entirely different, that are as far from my trusty Laser II as you can get: the 70.5m *Talisman C*, the 64.5m *Seanna*, and the 45m *Karia*.

Meanwhile, you can continue to follow me on Twitter – you will find me there as @nautiwords – and make sure you go to *Boat International's* Facebook page for daily news and other curios. I am also pleased to announce that we now have a blog on Forbes.com called Yacht Spot – make sure you check in whenever you can.

One last thing before I sign off. If you see someone who looks far too old to be sailing a Laser II pulling one up the shoreline outside the Royal Oak at Langstone this summer, come over and say hello. I might even shout you pint of ice cold cider and a basket of fries, if you agree to brave the wire on the trip back home...

Tim Thomas





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## 'The crew cabin had a double Tempur mattress, marble bathroom and pleasant view... Good crew are hard to keep'

► Caroline White, *Karia*, page 134



1  
DUDLEY  
DAWSON US



I balked a bit before writing about the economics of major system refits, recalling a life lesson once offered by my mentor, the late designer Jack Hargrave. 'Never discuss cost vs benefit with an owner,' Hargrave said, his finger wagging in my face, 'or they might start thinking about the whole economic silliness of owning a yacht in the first place.'

► Page 72

2  
CARLO  
BORLENGHI BVI



**Yacht Club Costa Smeralda in Virgin Gorda could be defined as 'sailing in paradise'. Wonderful boats – and only the very large ones – a refined and elegant clubhouse, a perfect quay, and the temperature, which is absolutely pleasant during day and night. I immediately felt at home; the coastal races are similar to Sardinia, too: the sea is sheltered between the islands, but waves and winds are strong outside them. I really hope to be there again next year.**

► Page 48

3  
MARILYN MOWER  
Antigua



Looking out my hotel window, I wondered where in Falmouth Harbour I would find this specific big white boat. On one upper aft deck hung a heavy bag boxers use for training. Sparring were two people I took to be crew working off steam. I grabbed my camera to capture a photo for our sister mag, *Dockwalk*. The breeze moved the ensign at the stern revealing the name of my quarry: *Seanna*. This was going to be fun.

► Page 118

4  
CAROLINE WHITE  
Turkey



**While exploring 45m *Karia*, I got rather lost. I was told the captain's cabin was forward on the main deck, but this room seemed much more like a guest cabin, with good space, a double Tempur mattress, marble bathroom and pleasant view. The explanation was that *Karia's* efficient design allows generous areas for crew as well as guests. The Tempur and marble? Good crew are hard to keep...**

► Page 134

5  
DAVID PELLY  
Turkey



Unless you have been to Istanbul it is impossible to visualise this teeming metropolis of 13 million, sprawling across the Bosphorus. From the international airport, it can easily take two hours to reach Pendik on the Asian side, where Proteksan Turquoise has its smart new shipyard. It is unknown to local taxi drivers, who zoomed past it at F1 speed as the photographer and I yelled and pointed at the clearly posted signs.

► Page 100

6  
JIM RAYCROFT  
Fiji



**Cruising the remote waters of Fiji on board *SuRi*, with access to some of the best toys in the world, was a once in a lifetime experience. It would be difficult to pick the best fun in the toy box, between the AStar helicopter and the SeaRey amphibious aircraft – fortunately for me I got to try on both and then some...**

► Page 150





# eye opener

## British Virgin Islands, 16.03.12

Turquoise waters, azure skies, 15 knots of breeze and a party to look forward to... It's not the stuff of cliché, but another typical day at the Loro Piana Caribbean Superyacht Regatta & Rendezvous, held in the BVIs and hosted at the wonderful clubhouse and marina at the Yacht Club Costa Smeralda's new base on Virgin Gorda. Here, the 49.7 metre Fitzroy Yachts-built *Zefira* – one of 13 sailing superyachts taking part in the event – powers down the run under her distinctive kite, caught in dramatic fashion by photographer Carlo Borlenghi. For our full round-up of the event, and to see more amazing photography, turn to our feature starting on [page 48](#).







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## Displacement Mangusta aimed at new markets



► Overmarine has revealed that its first displacement yacht is designed to target emerging markets, as well as sport boat owners who want to slow down.

The Italian yard is best known for its fast, open Mangusta line of yachts, but with a top speed of 15 knots and a 4,000nm range, the 45.1m composite displacement yacht Mangusta 148 Oceano signals the yard's expansion into a new field.

'It is a new option for our customers who want to enjoy the sea with a different approach – less speed and more time on board, and it is also targeted at emerging markets,' says Francesco Frediani, commercial director of Overmarine.

'The Mediterranean has always been good for fast boats. There are a lot of destinations that can be reached in a few hours with a fast yacht. On the other hand there are emerging markets where distances to islands or a nice cruising spot are much longer. This makes a displacement yacht with a good range much more suitable.'

To achieve comfort on board Overmarine used its fast boat expertise to reduce noise and vibration, as well as improve stability.

'We did a lot of research and studies on vibration and noise levels, and we worked with one of the leading companies for insulation of motor yachts,' says Frediani. 'We also worked on many things, from the design to the materials used to improve stability and comfort on board, especially while at anchor.'

The yacht's exterior shares the sporty lines of Maxi Open Mangusta models, which were penned by the same designer, Stefano Righini. The 148 features a bow bulb (another first for Overmarine), large windows and a beach club. Inside, Overmarine has collaborated with the architect and designer Carlo Colombo, who has created a layout and decorative scheme that Frediani describes as 'contemporary, clean and essential, but also very warm', with natural woods and burnished metals that create a cosy, relaxing atmosphere. But the layout and interiors can be completely personalised.

The yacht, built on spec, is 50 per cent complete and it could be finished in 12 months from the signing of a contract.

## On the iPad this issue

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### **Smeralda**

The latest in Hanseatic Marine's series of lean, fast, fuel-efficient motor yachts launched in Western Australia. More images are on the iPad



### **Horizon**

We also have extra images of Horizon Yachts' new Ice Class EP148, which is near completion and sits in Kaohsiung, Taiwan, clad in protective wrapping



### **The Loro Piana Caribbean Superyacht Regatta & Rendezvous**

Extensive video coverage and extra images of this flagship event are available now on the iPad



### **America's Cup Diary**

Andrew Rice describes the tension as the next Cup draws closer. The focus is on wing rigs, with Artemis Racing to the fore; plenty of extra iPad images available



### **Ark Angel**

She started life as a Japanese maritime training vessel, and has been through two other refits on the way. See more before and after shots on the iPad



### **Talisman C**

This 70.54m motor yacht is the largest to date by Turkish yard Proteksan Turquoise. See more images of her high contrast interiors and huge outside spaces on the iPad



### **Seanna**

With nearly double the volume of their previous Benetti and an individual layout, *Seanna's* owners have certainly put their stamp on her. See our extended iPad content



### **Karia**

This RMK Marine 45m, designed by Ron Holland, was built for both long-distance cruising and family life, and features a huge skydeck. For more images go to the iPad



### **Ocean Traveller**

Guests on board the 52.5m charter yacht *SuRi* learn the local customs and enjoy thrilling watersports in Fiji. Our iPad app features an extended picture gallery



# Smeralda launches

► Long, lean, fast and fuel-efficient are the principal characteristics behind the two much-acclaimed 73.3m Silver series motor yachts launched by Hanseatic Marine in 2007 and 2009. Building on the same foundations, the West Australian yard launched *Smeralda* in March and, in a demonstration of ongoing faith in the concept, have a near-sistership already under construction.

*Smeralda* takes the long and lean configuration to a new level, extending the length to 77m, but retaining the same 10m beam of her earlier sisters. The fast and fuel-efficient parts of the equation remain important in a world economic landscape much different from the early 2000s, when the owner first embarked on this venture.

The owner, who has built a business empire on eco-technology, was ahead of the game when he set Norwegian designer Espen Øino the task of designing stylish yachts that could deliver both high performance and fuel efficiency.

Waterline length, low drag and light displacement are the main ingredients and the two Silvers proved the concept, completing trans-ocean passages at average speeds of 20 knots, with fuel consumption under 400 litres per hour.

With more power from twin 2,720kW MTU main engines, *Smeralda's* designers are targeting top speeds of close to 30 knots, with similar efficiency and a trans-ocean cruising range of 4,500nm at 18 knots.

Constructed in aluminium with a strict eye on weight, *Smeralda* displaces 560 tonnes. The Hanseatic yard, established by the owner in 2002, has developed a philosophy of keeping all the principal production capabilities – from naval architecture to interior joinery and fit-out – in-house with sophisticated management and three-dimensional modelling systems to integrate workflow.

More than 550,000 man-hours were poured into the construction of *Smeralda* with the highest international standards set as the benchmark. Øino's clean styling emphasises smooth radiused edges and moulded curves, which present challenges for an all-aluminium structure and allow no hiding places for inferior workmanship.

As the yacht made its way from the Hanseatic yard to the Australian Marine Complex floating dock for launching, first impressions were of the flawless external paint finishes – testament to the huge effort in build accuracy and fairing.

The interior styling, designed by Andreas Holnburger of Vain Interiors in Germany, is contemporary with walnut veneers over aluminium honeycomb cores to keep weight down without sacrificing luxury finishes.

Accommodations are spread over three decks, the main saloon opening to an expansive aft-deck dining area with sliding glass panels for all-weather protection. Built to include SOLAS specifications for added safety, guests are accommodated in three VIP suites and six VIP cabins all with en suites, plus an owner's apartment that occupies the entire upper deck and includes a separate suite, lounge and private aft terrace.

**Ivor Wilkins**







### SMERALDA *Hanseatic Marine*

**LOA** 77m

**Beam** 10m

**Draught** 2.6m

**Displacement** 560 tonnes

**Engines**  
2 x 2,720kW MTU 16V  
4000 M90

**Speed (max)** 27-29 knots

**Range at 18 knots**  
4,500nm

**Bowthruster**  
ABT/TRAC 150kW

**Generators**  
3 x Northern Lights  
M10664, 155kW each

**Fuel capacity**  
112,000 litres

**Owners and guests**  
22

**Crew** 16



IVOR WILKINS









## New Horizons...

► Hidden behind blue wrapping – added to protect the paintwork – Taiwanese yard Horizon's EP148 lies in Kaohsiung for the final push to completion. The 45m yacht, built in steel to BV Ice Class specification, marks something of a departure for Horizon whose previous yachts have all been built in GRP and which have ranged from about 14m to just over 40m. 'Horizon likes challenges,' explains John Lu, founder and CEO of Horizon Yachts, as we talk during my recent trip to the yard, 'and this is quite a challenge. It was the right time to build a bigger boat as this is our 25th anniversary year. Three or four years ago I had a business feeling regarding explorer yachts – we feel people like this type of boat.'

The EP148's hull has not been built by Horizon but by a neighbouring yard with a high level of expertise and a long history of building government vessels. 'It's not 100 per cent done by us,' Lu continues. 'I don't think it is wise to set up the same facilities for steel that we have for building in GRP as it is a big investment for one or two boats per year, and 90 per cent of our boats are still GRP.' Horizon worked with Russian company MTD for the hull form, structural design and seakeeping, with styling by JC Espinosa and Birgit Schannse developing the interior.

A quick walk around the unfinished yacht yields some interesting design decisions, which have been based on seaworthiness rather than style to match the yacht's explorer ambitions. The main deck saloon, for instance, does not feature large sliding doors to the aft deck, but rather two solid, ship-like doors with a small sill. Likewise, the square windows have not been designed to offer floor-to-ceiling, panoramic views – after all, if you want to enjoy the view you head out to the large deck spaces. Forward of the saloon is a separate dining room, and further forward still is the main galley to port, and the master suite to starboard and forward. Four guest cabins lie on the lower deck, along with the crew areas, while the upper saloon – with drop-down TV and a large fore-and-aft bar to starboard – lies behind a gym and sauna area. The sundeck will offer guests an aft spa pool, plus seating, dining and a bar.

The yacht is due for completion late spring this year.

TT





## Rossi Navi's *Aslec 4* launches in Viareggio

► The 45m superyacht *Aslec 4* slipped into the Ligurian Sea for the first time on Saturday, with a priest's blessing, a Champagne christening and a chorus of horns from neighbouring boats.

The Viareggio launch was attended by the owner, the exterior designer Tommaso Spadolini, the interior designer Rémi Tessier, the Rossi family – of the Rossi Navi yard that built her – and *Boat International*.

Spadolini has designed three previous *Aslecs* for the owner, but their steel and aluminium successor represents a change in pace.

'One, two and three were fast. Number four is the first displacement boat, which is a very new concept for the owner, but it's the right moment,' says Spadolini.

*Aslec 4* has a plumb bow, a ship funnel-style mast and an angled windscreen that give her an aggressive, slightly military look. But rather than focusing on speed, she offers a spacious environment for relaxation with family and friends, sleeping 10 in two twin cabins, two double cabins and one master suite.

The owner specified extraordinary views from the flybridge deck, despite the boat's wide body, and Spadolini responded with a large space positioned to prevent the superstructure interrupting sight-lines. The practical layout includes a 70m<sup>2</sup> aft deck, a huge main deck saloon for entertaining and a dining area on the upper deck near the galley.

Tessier's interior scheme is modern and typically 'pure', but the effect is calming rather than severe. 'I wanted to create something very contemporary, very sharp, but warm as well, with unexpected materials,' says Tessier. 'For example, I treated some surfaces and the ceiling with palladium leaf (between the colour of gold and silver), so there is sun reflection inside.'

Other parts of the ceiling are clad in black mirror 'to add perspective', and in contrast to these rich glossy surfaces, the floor is bleached and sanded wenge. The theme in the bedrooms is similar, with generously sized en suites in white marble, while the owner's suite study has light leather details. Of particular note is the sweeping, high-gloss stainless steel bar at the aft entrance to the main deck saloon.

The ultra-chic style has been carried into the bridge, where marine electronics specialist Telemar Yachting has incorporated the screens and console into a panel of glass. The wing stations feature similar panels.

The yacht will be for private use only and at time of press the final elements of the interior were due to be completed in April.







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## Spirit to collaborate on classic J-Class

► UK builder Spirit Yachts and US design firm Sparkman & Stephens are to collaborate on the largest wooden J-Class yacht ever built, as exclusively reported on [boatinternational.com](http://boatinternational.com).

The 42.4m *Cheveyo* will be based on the Ranger 77B, one of the six original designs submitted by Starling Burgess and Olin Stephens to Harold Vanderbilt, for the US's 1937 America's Cup defence. Sparkman & Stephens still holds the copyright to the 77B and is consultant designer on the project, with classics specialist Spirit Yachts as co-designer and builder.

Vanderbilt selected the 'C' version for the calm conditions of Newport, Rhode Island, but the modern designers found that the 'B' version was a better choice for today's J-Class racing conditions.

'In the areas where the J-Class regattas now tend to take place – off Antigua, the Med and even the Solent – there are much more

exposed conditions,' says Sean McMillan, director and chief designer at Spirit Yachts. Both the original 1930s tank tests and recent research by both companies showed the Ranger B design as best in these circumstances.

While *Cheveyo* will be built in wood, Spirit Yachts' cutting-edge techniques mean her construction will be anything but old-fashioned.

'Although the boat is being built in wood, it's not traditional wood construction,' says McMillan. 'It's not mechanically fastened planks, this is lamina, multi layer technology. It builds an extremely lightweight, very stiff and strong hull.'

On deck the yacht will feature the low-profile deckhouse of the original design, high modulus carbon spars, carbon rigging and state of the art sails that Spirit Yachts believes will make her a match for any boat in the J-Class fleet.

*Cheveyo's* 1930s-inspired interior will accommodate 10 guests in five cabins, as well as sleeping eight crew, and will feature modern facilities.

The yacht was commissioned by a US-based syndicate of investors and sailing enthusiasts – she will be registered in US and carry the sail number J1. Spirit and S&S are finalising construction drawings.

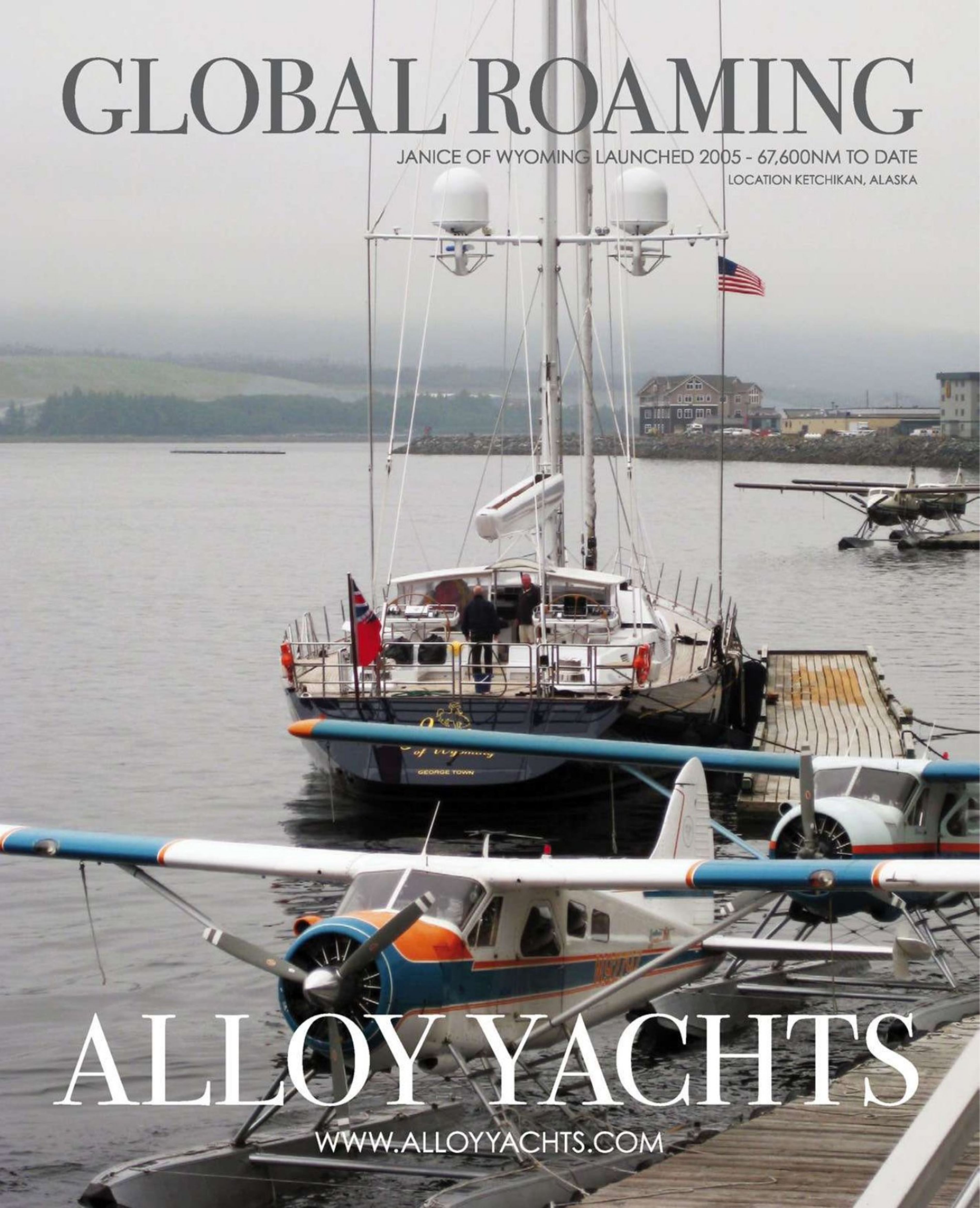




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## Second Granturismo sale boosts ISA

► Italian yard ISA is celebrating a bumper start to the year, with the signing of its fourth order in 2012. The 43m steel and aluminium motor yacht is the second sale from the Granturismo range, after a 66m. The line was a response to demand for vessels with the extensive exterior spaces of sport boats but the performance of displacement yachts.

'During the financial crisis we focused on what would come after this – we had a lot of time to think,' says Marcello Maggi, ISA's president of sales and marketing. 'Clients don't want to spend a tonne on fuel to go cruising in a fast boat. The alternative to this was a displacement vessel.'

'Also, wide outdoor spaces are the main reason somebody goes boating. I would give up one saloon to have a wonderful outside area – I spend all my time outside, looking at the views.'

'These are the ideas behind the Granturismo series. Apparently it's something appreciated.'

Andrea Vallicelli is the interior and exterior designer for the Granturismo range, while the yard's in-house team is responsible for naval architecture and engineering. The 43m shares the sleek family look and vertical bow of the 66m ordered earlier this year, but there are styling differences. For example, an inclined windscreen gives the smaller yacht an aggressive edge, and a sloping mast that Vallicelli likens to a 'whale's tail' shades

the sundeck and lowers the yacht's profile. He believes that like its displacement yacht/exterior space combination, attractive contrasts account for the line's recent popularity.

'The mix between aggressive lines and smooth, organic lines –

externally the boat is very organic; inside we have angular geometry,' he says. 'The boats have good interior volume but the shape is very narrow because we have a long waterline. This also means the boats have small wave-resistance, but it is not semi-displacement, it is a displacement yacht.'

ISA's other two 2012 orders were for a 41m tri-deck displacement motor yacht, also by Andrea Vallicelli and a 54.5m displacement motor yacht designed by Horacio Bozzo, with an interior by Studio Massari. The former is due for delivery in summer 2013 and the latter in summer 2014. Maggi believes quality work and strong relationships with owners have been the secrets to ISA's success this year.

'Three of the four contracts are repeat customers. That means good work pays off,' he says. 'We have also stayed as close as we could to clients, in bad and good times. Three of these orders didn't come through brokerage, but through a very direct personal relationship with owners. I did many, many trips just for a coffee.'





The biggest stories from the web pages of [boatinternational.com/news](http://boatinternational.com/news)

## The news on [boatinternational.com](http://boatinternational.com)

### most read



RICK TOMLINSON

**Vava II** The largest private motor yacht ever built in the UK, *Vava II*, left the Falmouth yard of Pendennis Plus on her maiden cruise to St Martin in the Caribbean. With an exterior design by Redman Whiteley Dixon and a Rémi Tessier interior, the 96m build was delivered to her owners in early March



CHANNEL IMAGES

**Mogambo** Fresh from her March launch, Nobiskrug's 74m motor yacht is available for charter with Hill Robinson. The superyacht features a sleek exterior and contemporary interior by Raymond Langton Design



### **Fils de Grace**

A year from the completion of her transformative refit designed by Tim Saunders, the 53.5m *Fils de Grace* (project Touya) has been put on the market

### top 5 hot topics



### **Benetti 90m**

The Italian builder is constructing a 90m superyacht for a repeat client, with delivery expected in 2015

### **F-Class build**

The second 35.2m F-Class sailing yacht, identical to sistership *Firefly*, is for sale at Hoek Brokerage and in build at Bloemsma Aluminiumbouw

### **Blohm & Voss**

The owners of the 104m Blohm & Voss formerly known as *Helgoland* are accepting sealed bids above €1 million

### **Imbros**

Ocean Independence has sold the 42m explorer yacht *Imbros*, launched by Turkish yard Troy Marine in January 2010

### **Loretta Anne**

Alloy Yachts has launched its largest motor yacht yet, the 47m *Loretta Anne*, designed by Dubois Naval Architects and Donald Starkey

### yard round-up

- Boat International attended the Viareggio launch of the ultra-chic 45m *Aslec 4*, designed by Tommaso Spadolini and built by Rossi Navi; the 36.57m explorer *Far Far Away* by Brazilian builder Inace is on track for May delivery; Gulf Craft revealed its Majesty 105 superyacht, which is expected to reach top speeds of 27 knots, at the Dubai International Boat Show

### design round-up

- Dashew's 29.9m Wicked FPB 97 ocean cruiser design has the strongest structure ever offered in a production yacht; Van Geest Design has produced a 60m superyacht-style dhow calculated to evoke the romance of the Middle-Eastern sailing tradition; UK designer and builder Cockwells has designed the 9.5m tender for the new 73m Vitruvius superyacht

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words: Andrew Rice  
photography: Sander van der Borch/Artemis Racing



As the 34th America's Cup draws ever nearer, team testing on the giant wing rigs reaches new heights with Artemis Racing leading the way

'If it doesn't break, it's too heavy,' was Ben Lexcen's favourite saying. Seeing as he designed *Australia II*, the wing-keeled wonder that stole the Cup from the New York Yacht Club almost 30 years ago, it's an extreme philosophy that served him surprising well.

Legendary small-boat designer Uffa Fox's version of the Lexcen mantra was to claim: 'Weight is only of use to the designer of a steamroller.' Fox and Lexcen would have loved the modern era of the America's Cup, with not a lead bulb in sight, and a focus on wing technology that is making aerospace engineers the new hot property in Cup world.

As Artemis Racing boss Paul Cayard mentioned in last month's interview, designing and building a wing for the AC72 catamaran has been an immense project, the challenge of which he couldn't have predicted. Where other teams have been testing wing rig concepts at smaller scale, the Swedish team threw itself in at the deep end. 'We chose the full scale strategy,' said Cayard. 'Our decision was more time consuming, but it allows us to learn how to handle this powerful wing. Before performance, there is the safety of our team. San Francisco Bay in July and August is an unforgiving place.'

Head of the design team at Artemis, the freethinking and outspoken Argentinean Juan Kouyoumdjian, is not given to conservatism, but 'If it doesn't break, it's too heavy' is not a phrase you'll hear Juan K or any other designer daring to utter this side of the 34th America's Cup. The timescale for getting an AC72 designed, built and

battle-ready is frighteningly short. No time for tinkering at the margins.

Artemis made an early statement of intent in March by becoming the first to unveil its new wing rig, mounting this 40 metre structure on the team's testing platform, a modified ORMA 60 trimaran. The culmination of more than 35,000 man-hours, it has a sail area of 260 square metres, with the predominantly carbon fibre structure weighing in at just over a tonne. Of course, this is just the wing. We've yet to see a complete AC72 in action and that is still some months away.

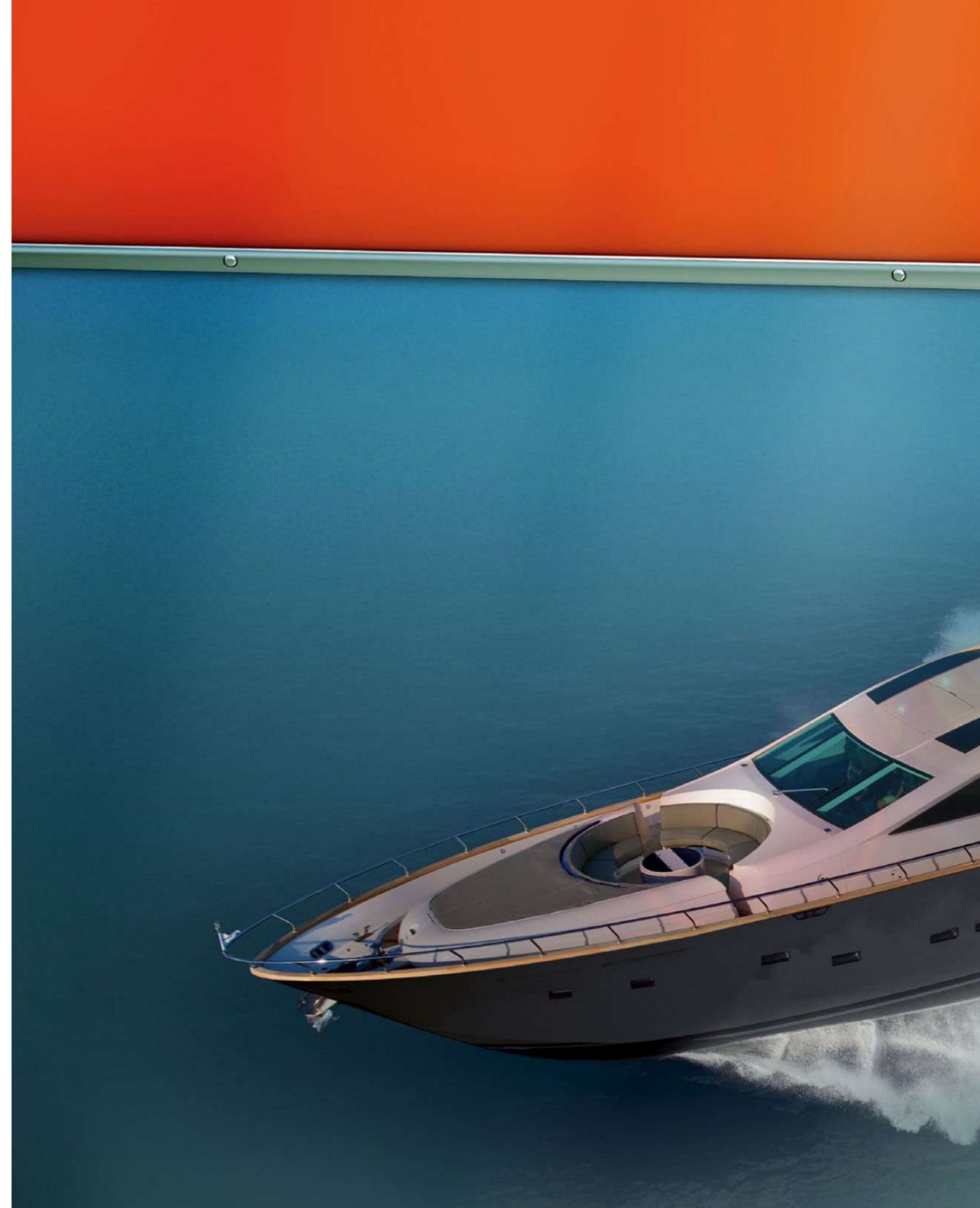
Meanwhile, the America's Cup World Series is about to kick off again after a long winter's gap since San Diego last November. Naples in April, followed by Venice in May, sees the teams get back into action, including two boats being fielded by Luna Rossa, the late-to-the-party Italians who have been working closely with Emirates Team New Zealand during the Auckland summer.



Both boats will be skippered by British sailors: Chris Draper, who departed Team Korea at the end of last year for a more secure future at Luna Rossa; and Paul Campbell-James, who won last year's Extreme Sailing Series steering the Italian team's Extreme 40 catamaran. When Ben Ainslie takes the tiller of his own AC45 campaign, Ben Ainslie Racing, later on this summer, the Brits will have overtaken the Kiwis as the best-represented nation in the America's Cup. That, despite there being no British challenge.









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### Planned activities include:

#### Rahmi M Koç Museum

This is the first major museum in Turkey dedicated to the history of transport, industry and communications. The magnificent buildings on the shore of the Golden Horn contain thousands of items, from gramophone needles to ships and aircraft.

#### Topkapi Palace

The Palace was the residence of the Ottoman Sultans for 400 years. It was also a setting for state occasions and royal entertainment, and contains holy relics of the Muslim world.

#### Grand Bazaar

This is one of the largest covered markets in the world, with 60 streets and 5,000 shops. It is known for its jewellery, hand-painted ceramics, carpets, spices and antique shops. It also houses two mosques, two hamams, four fountains, restaurants and cafes.

#### Yard Tours

Three of the world's leading shipyards – Proteksan Turquoise, RMK Marine and Perini Navi – will offer superyacht owners and VIP guests the opportunity to explore their impressive shipyards and facilities in Istanbul, followed by a delicious lunch. Participation is strictly by invitation only.

#### Explore Istanbul

The Kempinski's five-star concierge service is available to recommend Istanbul's finest restaurants, spas and other points of interest.

#### Accommodation

Special rates at the Çiragan Palace Kempinski are available for the gala evening and the days surrounding the event. See the Accommodation page on the event website for further details and online booking.

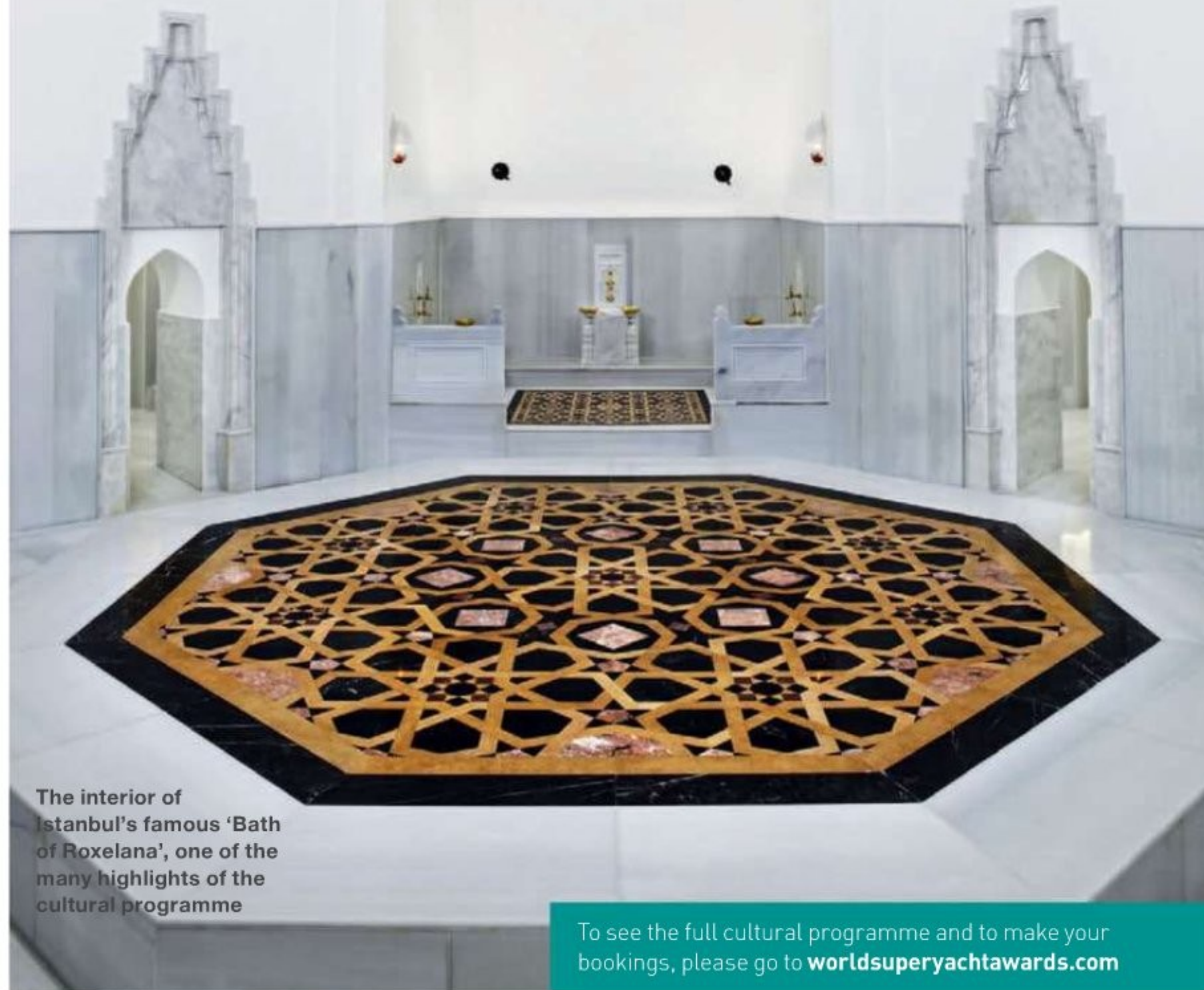
## World Superyacht Awards 2012 – cultural programme announced

5 May 2012

► Istanbul is an increasingly popular travel destination, embodying the best of both Asia and Europe. An enchanting mixture of the old and the new, the city also boasts a wide selection of modern restaurants, bars and galleries and is fast establishing its place on the fashion scene with upscale department stores and numerous fashion

boutiques to be found throughout.

Guests attending the World Superyacht Awards on 5 May are invited to participate in an exciting cultural programme (see right) in the days surrounding the gala evening, organised by Boat International Media and our local partners and sponsors, with the assistance of Plan Tours.



The interior of Istanbul's famous 'Bath of Roxelana', one of the many highlights of the cultural programme

To see the full cultural programme and to make your bookings, please go to [worldsuperyachtawards.com](http://worldsuperyachtawards.com)

CONTACT: For cultural programme enquiries – Rachel Alcock at **email:** [rachel.alcock@boatinternationalmedia.com](mailto:rachel.alcock@boatinternationalmedia.com) **tel:** +44 20 8545 9335  
For general enquiries and table bookings – Holly Lunn at **email:** [holly.lunn@boatinternationalmedia.com](mailto:holly.lunn@boatinternationalmedia.com) **tel:** +44 20 8545 9336



## Upcoming events



**5 MAY**

**World Superyacht Awards**  
Istanbul, Turkey



**4 – 9 JUNE**

**Loro Piana Superyacht Regatta**  
Porto Cervo, Sardinia



**21 – 24 JUNE**

**The Rendezvous in Monaco and ShowBoats Design Awards**  
Principality of Monaco



**23 – 24 OCTOBER**

**The Superyacht Design Symposium**  
Miami



**25 – 29 OCTOBER**

**Fort Lauderdale International Boat Show**  
Florida

## Loro Piana Superyacht Regatta

**4-9 June 2012**

► Launched in 2008, the annual Loro Piana Superyacht Regatta will once again open the Mediterranean superyacht calendar at the Yacht Club Costa Smeralda on Sardinia's emerald coast this June.

Modern and classic, performance and cruising vessels are invited to participate in the fifth edition of this exclusive regatta, which will include four days of exhilarating sailing and a glittering social programme.

Organised by the YCCS and Boat International Media, the regatta attracts an ever-increasing fleet, with 21 yachts already registered to participate in this year's event including the Dubois-designed 45m *Salperton*, 38.8m *Ganesha* and 57.5m *Twizzle*, Reichel Pugh's 25.3m *Highland Fling*, Wally's 28.5m *Open Season* and 28.8m *Magic Carpet* <sup>2</sup> as well as a number of Southern Wind yachts.

To see the full fleet and register to participate in the 2012 event, please go to the event website [loropianasuperyachtregatta.com](http://loropianasuperyachtregatta.com) or contact Alexis Davis at [alexis.davis@boatinternationalmedia.com](mailto:alexis.davis@boatinternationalmedia.com).



## The Rendezvous in Monaco

**21-24 June 2012**

► Once again, The Rendezvous in Monaco, in partnership with the Yacht Club de Monaco, is set to attract a spectacular fleet of sail and motor yachts to the Principality this summer.

The picturesque French Riviera provides a stunning backdrop for this one of a kind celebration of yachting life, which brings owners together for four days of fun on the water and sparkling social occasions.

Whatever your interests, a first-class programme includes plenty of entertainment for lovers of music, sport, fashion and fine food, as well as the unique on-the-water activities for which The Rendezvous is renowned. Confirmed events include a cruise in company, a private luncheon at glamorous Paloma Beach, the ShowBoats Design Awards gala evening at the

Monaco Opera House and the famous Diamonds & White Party in Cap d'Antibes.

Early registration is encouraged as participation will be limited to 25 yachts. To register your interest in attending, please go to [superyachtrendezvous.com](http://superyachtrendezvous.com).



CONTACT: Holly Lunn **email:** [holly.lunn@boatinternationalmedia.com](mailto:holly.lunn@boatinternationalmedia.com) or on **tel:** +44 208 545 9336





# FINALISTS 2012



## Interior Design Award – Motor Yachts

YACHT NAME	LENGTH	BUILDER	INTERIOR DESIGNER
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### Semi-displacement Motor Yachts

<i>Aifos</i>	49.76m	CBI Navi-Fipa Group	Studio Vafiadis
<i>Carpe Diem</i>	58m	Trinity Yachts	Carol Williamson & Associates
<i>Doubleshot</i>	36.50m	Tecnomar	Ioanna Marinopoulos
<i>Quinta Essentia</i>	55m	Heesen Yachts	Ken Freivokh Design/ Michaela Reverberi
<i>Satori</i>	50m	Heesen Yachts	Rémi Tessier
<i>Shooting Star</i>	38m	Danish Yachts	Art-Line Design

### Displacement Motor Yachts 30m-59.99m

<i>Bartender (ex-Nomade)</i>	36.4m	Tansu Yachts	Tansu Yachts
<i>Darlings Danama</i>	59.5m	CRN Shipyard	Arch Alexandre & Cristina Negoescu
<i>Juna Too (ex-Lady Trudy)</i>	42.6m	CRN Shipyard	Zuccon International Project/ Centro Stile CRN
<i>Karia</i>	45m	RMK Marine	Design Unlimited
<i>Snowbird</i>	39m	Hakvoort Shipyard	D Ostrander, Illuminus Design Group
<i>Told U So</i>	44.2m	Azimut Benetti	Molori Design

### Displacement Motor Yachts 60m+

<i>Diamonds Are Forever</i>	60.80m	Azimut Benetti	Evan K Marshall/Usonia V
<i>Imagine</i>	65.5m	Amels Holland	Andrew Winch Designs
<i>Kaiser</i>	60m	Abeking & Rasmussen	Bannenberg & Rowell Design
<i>Musashi</i>	87.78m	Feadship – Kon De Vries	Sinot Design Associates
<i>Numptia</i>	70m	Rossi Navi	Salvagni Architetti
<i>Pegaso</i>	73.6m	Freire Shipyard	Mark Berryman Design
<i>Tango</i>	77.7m	Feadship – Royal Van Lent Shipyard	Eidsgaard Design

## Interior Design Award – Sailing Yachts

YACHT NAME	LENGTH	BUILDER	INTERIOR DESIGNER
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<i>Akalam</i>	32m	Pendennis	Barracuda Yacht Design/ Javier Munoz
<i>Fidelis</i>	56m	Perini Navi	Perini Navi
<i>Hemisphere</i>	44.2m	Pendennis	Michael Leach Design
<i>Hetairos</i>	66.7m	Baltic Yachts	Rhoades Young Design
<i>Sarissa</i>	42.6m	Vitters Shipyard	Rhoades Young Design
<i>Vertigo</i>	67.2m	Alloy Yachts	Christian Liaigre Interior Design

## Exterior Design and Styling Award – Motor Yachts

YACHT NAME	LENGTH	BUILDER	EXTERIOR STYLIST
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### Semi-displacement Motor Yachts

<i>Alexander Again</i>	49.15m	Mondo Marine	Studio Vafiadis
<i>Aurelia</i>	37m	Heesen Yachts	Omega Architects/ Dobroserdov Design
<i>Quinta Essentia</i>	55m	Heesen Yachts	Omega Architects/ Dobroserdov Design
<i>Satori</i>	50m	Heesen Yachts	Omega Architects
<i>Shooting Star</i>	38m	Danish Yachts	Espen Oeino International
<i>Tatiana</i>	45m	Bilgin Yachts	Joachim Kinder

### Displacement Motor Yachts 30-59.99m

<i>Axantha II</i>	43m	JFA Yachts	Vripack
<i>Bartender (ex-Nomade)</i>	36.4m	Tansu Yachts	Tansu Yachts
<i>Codecasa 42 Vintage</i>	42.5m	Codecasa	Codecasa/Della Role
<i>E&amp;E</i>	42.09m	Cizgi Yacht	Vripack
<i>Galileo G</i>	55m	Picchiotti/Perini Navi	Vitruvius
<i>Karia</i>	45m	RMK Marine	Ron Holland Design

### Displacement Motor Yachts 60m+

<i>Imagine</i>	65.5m	Amels	Tim Heywood Design
<i>Musashi</i>	87.78m	Feadship – Kon de Vries	De Voogt Naval Architects
<i>Numptia</i>	70m	Rossi Navi	Design Studio Spadolini
<i>Pegaso</i>	73.6m	Freire Shipyard	H2 Yacht Design/ Mark Berryman Design/Andrew Moore
<i>Talisman C</i>	70.54m	Proteksan Turquoise	H2 Yacht Design
<i>Tango</i>	77.7m	Feadship – Royal Van Lent Shipyard	Eidsgaard Design

## Exterior Design and Styling Award – Sailing Yachts

YACHT NAME	LENGTH	BUILDER	EXTERIOR STYLIST
------------	--------	---------	------------------

<i>Firefly</i>	35.05m	Claasen Shipyards	Hoek Design Naval Architects
<i>Hemisphere</i>	44.2m	Pendennis	Van Peteghem Lauriot Prevost/ Michael Leach Design
<i>Hetairos</i>	66.7m	Baltic Yachts	Dystra & Partners Naval Architects
<i>Sarfin</i>	30.8m	Oyster Marine/ RMK Marine	Dubois Naval Architects
<i>Sarissa</i>	42.6m	Vitters Shipyard	Tripp Design Naval Architecture
<i>Vertigo</i>	67.2m	Alloy Yachts	Philippe Briand Yacht Design



## Naval Architecture Award – Motor Yachts

To be decided by Naval Architecture sub-committee

YACHT NAME	LENGTH	BUILDER	NAVAL ARCHITECT
<i>Air</i>	81m	Feadship – Kon De Vries	De Voogt Naval Architects
<i>Alexander Again</i>	49.15m	Mondo Marine	Mondo Marine Engineering
<i>Almohammady</i>	37.82m	Ferretti Group	Advanced Yacht Technology/ Ferretti Group
<i>Axantha II</i>	43m	JFA Yachts	Vripack
<i>E&amp;E</i>	42.09m	Cizgi Yacht	Vripack
<i>Galileo G</i>	55m	Picchiotti/Perini Navi	Philippe Briand Yacht Design
<i>Harbour Island</i>	55m	Newcastle Marine	Murray and Associates
<i>Le Caprice IV</i>	33.23m	Ferretti Group	Advanced Yacht Technology/ Ferretti Group
<i>Numptia</i>	70m	Rossi Navi	Axis Group Yacht Design
<i>Pamela V</i>	44.9m	Hakvoort Shipyard	Diana Yacht Design
<i>Sapphire</i>	73.5m	Nobiskrug	Nobiskrug/Newcruise
<i>Zaliv III</i>	49.36m	Mondo Marine	Mondo Marine Engineering

## Naval Architecture Award – Sailing Yachts

To be decided by Naval Architecture sub-committee

YACHT NAME	LENGTH	BUILDER	NAVAL ARCHITECT
<i>Akalam</i>	32m	Pendennis	Barracuda Yacht Design
<i>Antares III</i>	30m	Yachting Developments	Dixon Yacht Design
<i>Cape Arrow</i>	30.2m	Southern Wind Shipyard	Farr Yacht Design
<i>Firefly</i>	35.05m	Claasen Shipyards	Hoek Design Naval Architects
<i>Hemisphere</i>	44.2m	Pendennis	Van Peteghem Lauriot Prevost
<i>Sarissa</i>	42.6m	Vitters Shipyard	Tripp Design Naval Architecture
<i>Vertigo</i>	67.2m	Alloy Yachts	Philippe Briand Yacht Design

## Interior Layout Award – Motor Yachts

To be decided by General Arrangement sub-committee

YACHT NAME	LENGTH	BUILDER	INTERIOR DESIGNER
<i>E&amp;E</i>	42.09m	Cizgi Yacht	Art-Line Interior
<i>Imagine</i>	65.5m	Amels Holland	Andrew Winch Designs
<i>Karia</i>	45m	RMK Marine	Design Unlimited
<i>Lady Britt</i>	63m	Feadship- Koninklijke De Vries Scheepsbouw	Redman Whiteley Dixon
<i>Numptia</i>	70m	Rossi Navi	Design Studio Spadolini
<i>Pegaso</i>	73.6m	Freire Shipyard	Mark Berryman Design
<i>Sapphire</i>	73.5m	Nobiskrug	Newcruise
<i>Tango</i>	77.7m	Feadship – Royal Van Lent	Eidsgaard Design

## Interior Layout Award – Sailing Yachts

To be decided by General Arrangement sub-committee

YACHT NAME	LENGTH	BUILDER	INTERIOR DESIGNER
<i>Cape Arrow</i>	30.2m	Southern Wind Shipyard	Nauta Yachts
<i>Glorious</i>	36m	EsenYachtYard- Abdulkadir Esen	EsenYachtTeam
<i>Hemisphere</i>	44.2m	Pendennis	Michael Leach Design
<i>Infinity</i>	46m	Cobra Yacht	Cobra Yacht
<i>Sarissa</i>	42.6m	Vitters Shipyard	Rhoades Young Design
<i>Vertigo</i>	67.2m	Alloy Yachts	Christian Liaigre Interior Design

## Recreational Space designed for Guest Use Award

YACHT NAME	LENGTH	BUILDER	INTERIOR DESIGNER	AREA
<i>Akalam</i>	32m	Pendennis	Barracuda Yacht Design	Aft deck and pilothouse
<i>Hemisphere</i>	44.2m	Pendennis	Michael Leach Design	Saloon
<i>Karia</i>	45m	RMK Marine	Design Unlimited	Sun deck
<i>Lady Britt</i>	63m	Feadship- Koninklijke De Vries Scheepsbouw	Redman Whiteley Dixon	Beach club
<i>Numptia</i>	70m	Rossi Navi	Salvagni Architetti	Bridge deck saloon
<i>Vertigo</i>	67.2m	Alloy Yachts	Christian Liaigre Interior Design	The 'Midarette'

## Tender Design Award

To be decided by the Tender Design sub-committee

TENDER NAME	BUILDER	DESIGNER
<i>Limo Tender</i>	Vaudrey Miller Tenders	Vripack
<i>Ribbon 45 SC</i>	Ribbon Yachts	Vripack
<i>TT Tango</i>	Compass Tenders	Eidsgaard Design
<i>TT Vertigo</i>	Lloyd Stevenson Boatbuilders	Bakewell-White Yacht Design (concept by Philippe Briand)
<i>Yoko</i>	Daniel Yacht	Daniel Yacht

## Bespoke Furniture Award

YACHT NAME	LENGTH	BUILDER	FURNITURE DESIGNER	FURNITURE
<i>Darlings Danama</i>	59.5m	CRN Shipyard	Arch Alexandre & Cristina Negoescu	Main deck dining table
<i>Darlings Danama</i>	59.5m	CRN Shipyard	Arch Alexandre & Cristina Negoescu	Main deck coffee table
<i>Darlings Danama</i>	59.5m	CRN Shipyard	Arch Alexandre & Cristina Negoescu	Main deck bar
<i>Darlings Danama</i>	59.5m	CRN Shipyard	Arch Alexandre & Cristina Negoescu	Upper deck bar
<i>Numptia</i>	70m	Rossi Navi	Achille Salvagni	Main dining room table
<i>Quinta Essentia</i>	55m	Heesen Yachts	Michaela Reverberi	Sofa
<i>Quinta Essentia</i>	55m	Heesen Yachts	Michaela Reverberi	Dining table
<i>Sapphire</i>	73.5m	Nobiskrug	Katharina Raczek-Newcruise	Make-up table & sideboard

## Newcomer of the Year Award

COMPANY NAME	REASON
EsenYachtDesign	<i>Glorious</i> is its first project over 30m
Oyster Marine	<i>Sarafin</i> is its first project over 30m


## Design and Technology Award

COMPANY	PRODUCT
Alloy Yachts	Side boarding ladder on <i>Vertigo</i>
Baltic Yachts	Drive train system on <i>Hetairos</i>
Halls Spars	Rigging on <i>Nilaya</i>

### Ticket applications for the ShowBoats Design Awards 2012 are now open!

The golden Neptune awards will be presented during a glittering gala evening to be held at the Monaco Opera House on 22 June. Yacht owners and industry professionals are invited to purchase their tickets online at [showboatsdesignawards.com](http://showboatsdesignawards.com)





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# The Loro Piana Caribbean Superyacht

words: Kate Lardy and Marilyn Mower  
photography: Carlo Borlenghi; Mark Sims; Jeff Brown/Superyacht Media





# Regatta & Rendezvous



North Sound's waters mirrored blue skies, and fresh trade winds cooled the undeveloped green hills, as 25 superyachts arrived at the Yacht Club Costa Smeralda (YCCS) in Virgin Gorda, the British Virgin Islands.

Organised by Yacht Club Costa Smeralda and Boat International Media, the second Loro Piana Caribbean Superyacht Regatta & Rendezvous attracted a diverse fleet of sailing superyachts for the three days of racing and motor yachts for the rendezvous, ranging from the 33.5 metre Burger *Chanticleer* to the 90 metre Royal Huisman schooner *Athena*.

The competition was truly international, with 13 sailing yachts representing 10 builders in five countries and owners from six nations. The monohull fleet ranged from the 21.9 metre Oyster *AlbertOne 3* to the 54.6 metre Vitters ketch *Marie*.

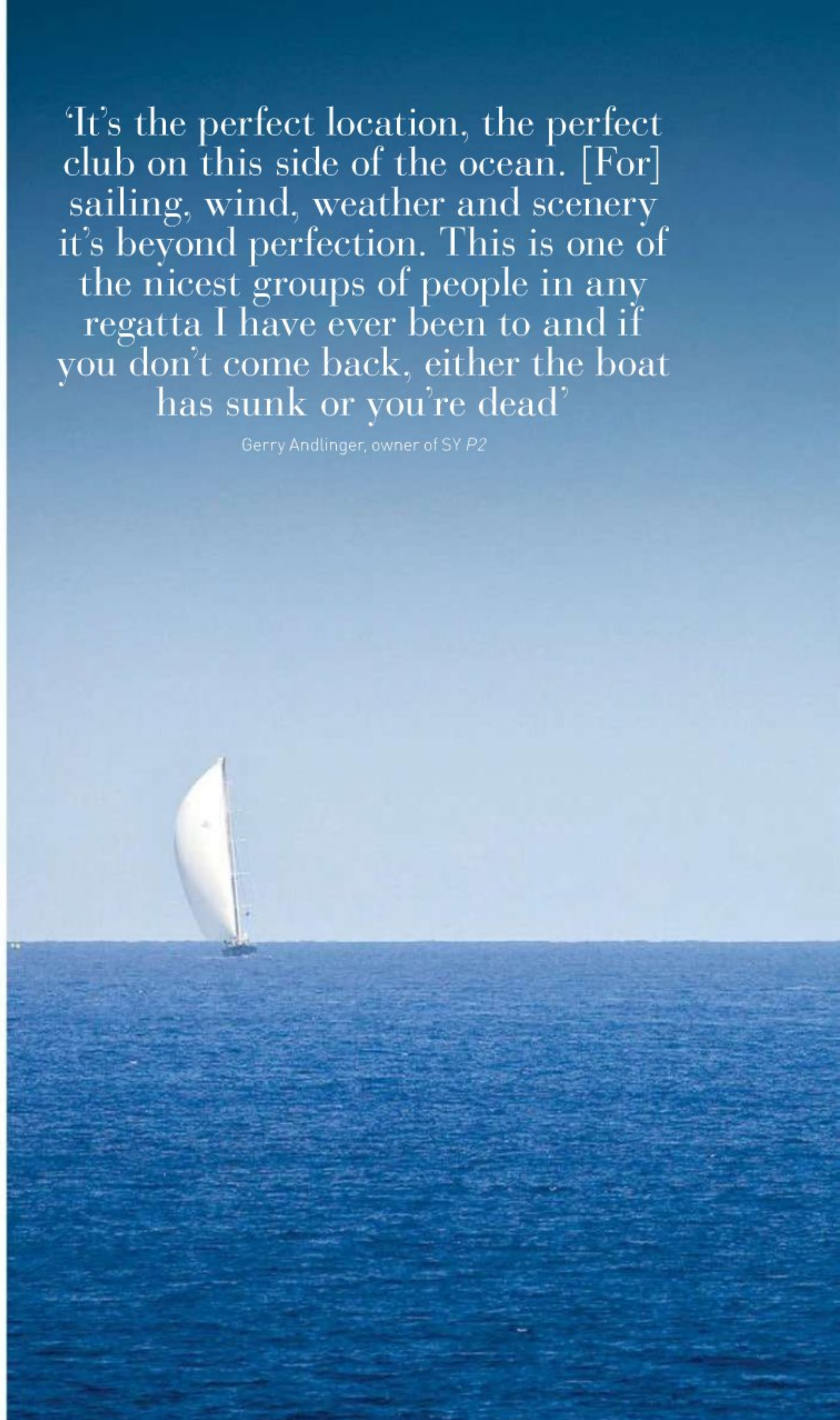
Conditions were good to near-perfect for the three-race schedule. Race officer Peter Craig chose from 10 courses of between 13 and 29 nautical miles around Virgin Gorda, Necker Island, Ginger Island and various rocky outcrops. The 30.5 metre 2009 Wally *Indio* and last year's winner, 42.1 metre J Class *Hanuman*, battled it out for supremacy, but there were many fierce duels in the middle of the fleet where tactics and sail handling made all the difference. On days two and three, shifty inshore conditions and dropping breezes favoured lighter boats such as *Indio* and 35.2 metre *Firefly*.

**'YCCS and Oil Nut Bay are the number one location in the Caribbean without a doubt. I've never seen anything like this'**

Dick Farmer, owner of MY *Stellar*

**'It's the perfect location, the perfect club on this side of the ocean. [For] sailing, wind, weather and scenery it's beyond perfection. This is one of the nicest groups of people in any regatta I have ever been to and if you don't come back, either the boat has sunk or you're dead'**

Gerry Andlinger, owner of SY *P2*







Conditions were near-ideal for racing. A staggered start meant that yachts began to compress as the races unfolded, as shown on a run (above), where *Firefly*, *Ganesha*, *Zefira*, *Marie*, *P2* and *Billy Budd* saw close action. Bottom, left to right: *Hanuman* takes a dive; *Sojana* and *Zefira* battle it out; spiking the kite on *Firefly*; the motor boats get close to the action





Some boats were phasing in new sails and crews for the St Barth's Bucket to follow, but for all, the emphasis was on enjoyment



‘The event and racing is fantastic. The people are fantastic. YCCS is amazing. We had two wonderful starts; we’re loving it, I couldn’t be happier’

Bob Eichler, owner of SY *Altair*, and winner of the Spirit of the Regatta





‘It was such a great event last year – and being a first of its kind event with motor yachts and sailing yachts, it had the potential to not go that way – that we just had to come back and experience it again. The mix is fantastic’

Marty and Linda Sutter, owners of MY *Chanticleer*

Some were phasing in new sails and crews for the St Barth's Bucket, but the emphasis was on enjoyment. No one represented that better than Bob Eichler, owner of 29.3 metre *Altair*, sailing in his first regatta. A long-time cruiser, he appreciated the competitive spirit of his peers and never gave up, which won him the Spirit of the Regatta Award. Andrea Recordati, a YCCS member and owner of *India*, who finished one point ahead of Jim Clark's *Hanuman*, has accepted the challenge to defend his title in 2013. To see detailed race reports and the final results, visit [superyachtregattaandrendezvous.com](http://superyachtregattaandrendezvous.com).

While racing yachts were busy on the course, the rest of the rendezvous fleet enjoyed front-row seats to the action, a cruise to Peter Island for lunch sponsored by BVI Tourism at a private villa, a beach day at the Oil Nut Bay Beach Club and a pirate-themed treasure hunt.

Owners and guests also had the chance to sample 1912 Louis XIII cognac on board the host yacht *Icon*, while crew played with four varieties of rum from sponsor Mount Gay Distilleries in a cocktail competition.

Owners enjoyed a Loro Piana-hosted owners' dinner under the stars, at the new YCCS clubhouse, while the crew celebrated on the beach at Leverick Bay. A gold-themed party on the final night at Oil Nut Bay got everyone on the dance floor. To see video highlights from the event and more stunning images, make sure you download the iPad version of *Boat International*...







‘Last night’s (owners’) dinner was one of the most outstanding yachting events I have ever enjoyed. When we were up there dining, looking out at all these beautiful yachts, hearing the beautiful music, it was perfect, something very special’

Alan Goldstein, owner of MY Victory



The social schedule kept up with the racing, including a well-received tasting of 1912 Louis XIII cognac on board *Icon*, as well as a cocktail competition using rums from sponsor Mount Gay Distilleries. The celebration on the final night was a gold party at Oil Nut Bay (left)







‘The best part is I get to take home a pot of gold to my granddad on his birthday (St Patrick’s Day)’

Lilly, age 4 – AKA the Pirate Princess – MY *Shalimar*







‘We didn’t really have this event on the calendar, but the owner wanted to do an extra event. He is absolutely loving it in these gorgeous surroundings’

Mark van Gelderen, captain of SY *Firefly*





The YCCS's gleaming new clubhouse (left), overlooking the docks in Virgin Gorda, was the social hub for the event. Crews and guests enjoyed a pirate-themed treasure hunt (far left), while a crew party at Leverick Bay (below far left) provided extra Caribbean warmth; all hands to the headsail on *Hanuman* (bottom left); the yachts throng the YCCS marina in North Sound (below); *Bliss* duals with *Ganesha* on a windward leg







‘I go to Porto Cervo YCCS, which sets a very high standard and I judge that it will be the same here. The event is attracting a lot of big boats, and this will become one of the fixtures of the West Indian regatta season’

Peter Harrison, owner of SY *Sojana*



Andrea Recordati, a YCCS member and owner of *Indio* (far right), triumphed in the racing, finishing one point ahead of last year's winner, *Hanuman*, with the Perini Navi *P2* taking third

overall. Prizes were awarded for attitude as well as points, and Bob Eichler, owner of *Altair*, won the Spirit of the Regatta Award for his unflinching positivity in the event





‘It was a great day. We were not the fastest boat but we really enjoyed it!’

Pier-Luigi Loro Piana, title sponsor



‘It was a lot of fun. Even if we hadn’t won, it was a fantastic regatta. It’s my first time here – we will definitely come back next year to defend our title’

Andrea Recordati, owner of SY *Indio*







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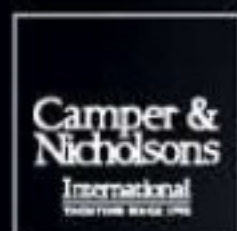
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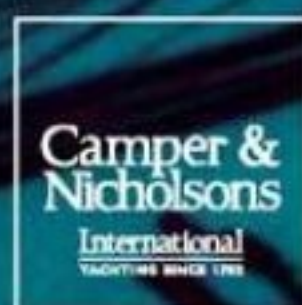
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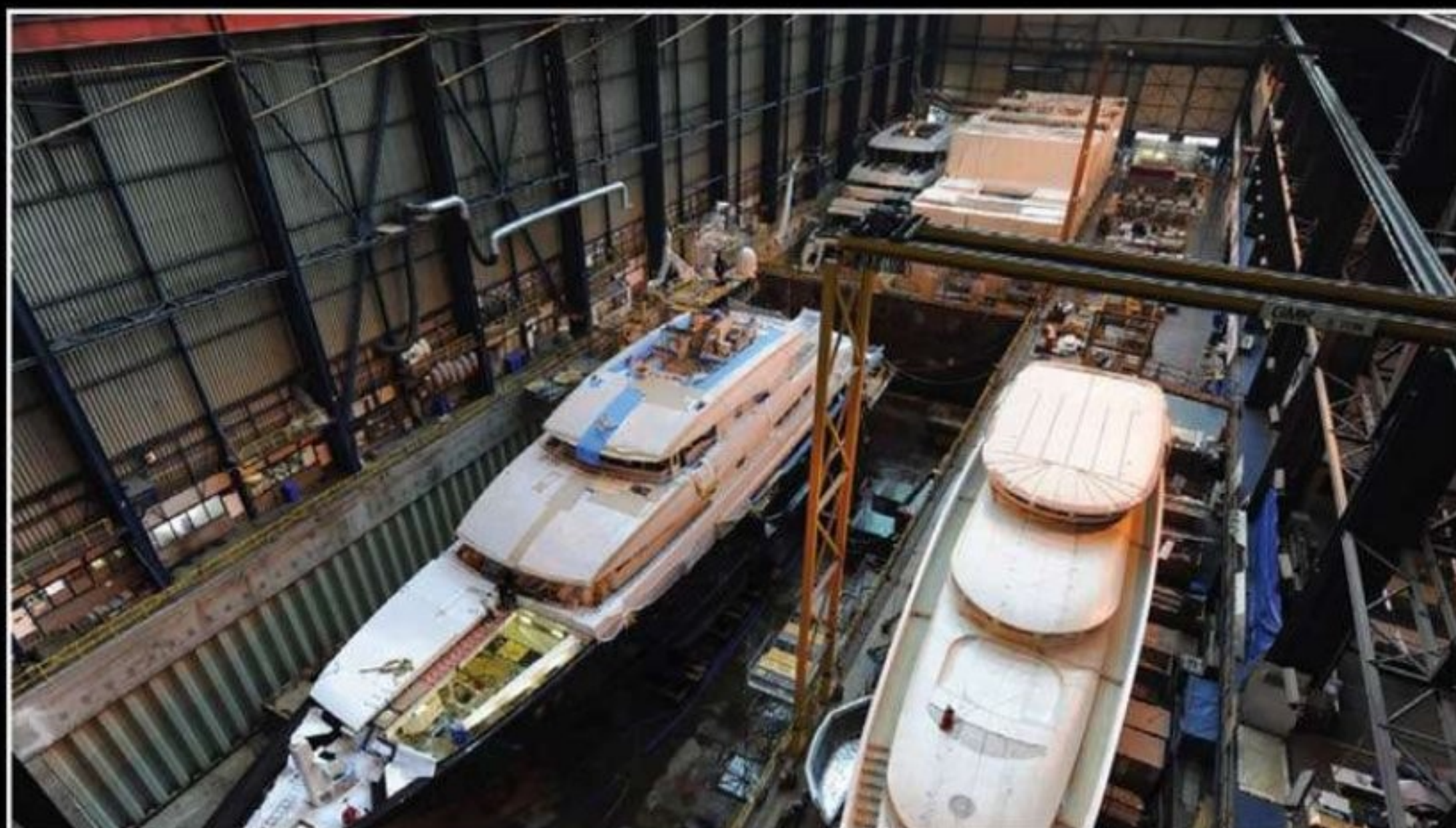
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## IN THE YARDS **The latest important refits**



The 93m *Eos* is being refitted in a joint project

### **Eos**

The largest sailing yacht in the world (by LOA), the 93m *Eos*, is being extensively refitted in a collaboration between ICON Yachts and Royal Huisman. The three masted schooner was built by Lürssen in 2006 and features exterior lines by Langan Design Associates and Francois Catroux interiors.

Most work will take place at the ICON yard in Harlingen, the Netherlands, while refurbishment of spars and engineering will be carried out at the Royal Huisman yard at Vollenhove. The schedule includes repainting, teak deck updating, deck equipment overhaul and a five year Lloyd's recertification. The yacht will leave the yard this summer.

### **Platinum Marine**

Tim Charles' Platinum Marine Services in British Columbia will this summer begin a complete refit of a yacht built by his grandfather at Crescent Yachts (also in British Columbia).

The project will modify the yacht from a raised pilothouse to a tri-deck. All design work is by Ron Holland.



The 52.2m toy chest *SuRi* will take on a more central role

### **SuRi**

Originally a crabber named *Fierce Contender*, 52.5m *SuRi* (see [page 150](#)) underwent a thorough refit in 2008 to become the shadow vessel to 50m Hakvoort *JeMaSa*.

Now she is under the knife again, for an extension and glamorisation to become the owner's main vessel. *SuRi* has been split in two at Bay Ship & Yacht Co in California and a nine metre mid-section added to make room for two queen cabins and more tender-carrying capacity. ►



**SJS**

Launched as *Lady Jalinka* in 2001, the 22m Moonen 72 *SJS* is being tailored to her new owners' needs at her native yard.

The exhaust system has been redesigned to make it near-silent; a new dashboard and navigation system are being fitted; the main lounge is being given a new ceiling, television and sofas, while the three lower deck suites are being given new colour schemes.

**My Girl**

The 50m Westport *My Girl* has been hauled out of the water at Oceania Marine Shipyard at Port Whangarei, New Zealand.

The composite motor yacht, launched in 2007, has a Donald Starkey exterior and interior design. She will undergo two to three weeks of maintenance, including a five year ABS survey, antifouling and minor waterline paint repairs.



The 71m *Dona Amélia* is Pendennis's largest refit to date

**Dona Amélia**

The iconic gentleman's motor yacht *Dona Amélia* (ex-*Haida G*) has travelled to the Caribbean after a four-month refit at Pendennis Plus in Falmouth. The 71m is the largest yacht refitted in Pendennis's 23-year history, and the first undertaken by Pendennis Plus (formerly Devonport), the company's 60m+ division.

'It was great to be able to work on one of the remaining classic yachts from an exciting period in yachting,' says Stephen Hills, managing director of Pendennis Plus. 'Seeing *Dona Amélia* in the Caribbean in the company of *Talitha G* is very exciting.'

Work included an engineering survey, renovation of her original 1928 Krupp Germania Werft main engines, plus an overhaul of generators, AC, water makers, thrusters, hydraulics and windlass. Teak decks and exterior brightwork were revitalised and the AV system, galley and spa pool upgraded.

**STOP PRESS** The world's largest single-masted sailing yacht, 75.2m *Mirabella V* (renamed *M5* by her new owner) has just arrived in Cornwall en route to her substantial, one-year refit at the yard.

The 62.23m *Virginian* got new Naiad zero speed stabilisers

**Virginian**

Following the departure of *Dona Amélia* (see above), Pendennis Plus has finished refit work on the 62.23m Feadship *Virginian*.

The 1990-launched steel and aluminium motor yacht arrived at the yard in November last year for general maintenance, minor interior modifications, an annual survey, a full topside repaint and the installation of new Naiad zero speed stabilisers.



*Leopard III* has been given a new lightweight interior

**Leopard III**

The maxi racer *Leopard III* is due to be relaunched in May after a winter refit at Southampton Yacht Services.

Engineering and electrical systems were updated and a new, lightweight interior installed at the forward end. The brief was to maintain the lowest possible weight and she will remain aggressively fast, but with an interior better suited for the owner and guests to stay aboard.

**Be Mine**

Royal Huisman is updating, remodelling and refitting the 40m Lürssen *Be Mine*, launched in 1991. Aesthetic work will include painting of the underwater body, steel hull and aluminium superstructure.

More significantly the sundeck, main deck and hull portholes will be updated, the teak decks replaced and electronics and electrics overhauled.



The classic 64m being towed into Portsmouth

JAKE SUGDEN

**Classic 64m**

Burgess Marine is due to provide marine engineering expertise for the refit of a classic 64m motor yacht, launched in 1938, during its three year refit program.

The yacht, once famously owned by Sir Bernard and Lady Docker, is to undergo a major class-approved restoration and programme of works at Trafalgar Wharf in Portchester, Portsmouth.

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words: Dudley Dawson

**M**any refits are primarily cosmetic surgery, intended to update the appearance of a yacht whose glory has faded. Such a face-lift is often just what is needed to refresh the enthusiasm of the owner, ensure a sale or improve the yacht's standing in the charter market.

In contrast, the refitting of mechanical and electrical systems is more akin to major internal surgery. The results may be less immediately apparent but they cure problems, make life more comfortable and add considerably to the yacht's productive life-span and its value.

## IMPROVING PERFORMANCE

Among the obvious candidates for refit are the main propulsion; generators and electrical system; heating, ventilation and air-conditioning (HVAC); stabilisation; and exhausts. These systems are often interrelated, so be sure to coordinate planning across the disciplines. The use of PERT (program evaluation and review technique), Gantt charts and other techniques, including critical path analysis, can help keep the project on track and preclude one job from impeding another.

For the propulsion system, modern diesel engines are up to 10 per cent more fuel efficient than older models, thus offering a combination of lower fuel use and increased range. They are also often lighter and smaller, resulting in reduced displacement with further fuel savings. As well as burning less fuel, additional carbon offset is often achieved through cleaner fuel burn enabled by new electronic controls.

Keep in mind, however, that new engines are only part of the formula for achieving better performance. Whether or not you are considering new engines, custom propellers can be well worth their cost. Nelson DuRant, owner of Palmetto Props in Charleston, South Carolina, says that \$20,000 to

\$40,000 (€15-30,000) per pair is a reasonable price range if your yacht is a 25 metre sportfisher, but cost varies more with power and speed than with length. Prop prices can run well into six figures for superyachts, because of the larger physical dimensions and the precise technical specs for low-cavitation wheels to control vibration.

The payback? Custom propellers often yield substantial gains in the propulsive coefficient and thus better fuel economy, with savings sometimes approaching 30 per cent. The ideal propeller, though, may require a change in the reduction gear ratio, and that can mean new shafts, struts and bearings, so a compromise is sometimes more sensible if the yacht's annual cruising hours are low.

You might also consider refitting the exhausts even if the other machinery stays the same. The conditions these systems must withstand are among the worst imaginable, often limiting their effective life. New technology mufflers lower noise, and many large yachts are being fitted with soot-arresting systems, mostly for dry-stack generator exhausts.

## IMPROVING ELECTRICAL SERVICE

Changes to the ship-service electrical system are sometimes merely desirable, at other times dictated by the electrical demands of the growing number of modern conveniences aboard. While basic generator design has changed little in recent years, accoutrements have. Better support systems, many incorporating air-bag mounts and intermediate mass-damping plates, minimise vibrations transferred into a yacht's structure. Better electronics ease the control of multiple-generator installations.

What has not changed is the need for electrical load analysis before specifying a new generator. Many yachts carry oversized generators with too much capacity 'just in





A custom propeller shaped via CFD (above) can produce marked improvements in efficiency

case'. This can lead to maintenance issues and even the need for an energy-wasting load bank. Few activities are more blatantly 'ungreen' than burning fossil fuel unnecessarily, creating CO<sub>2</sub> and heating the ocean just as a matter of convenience.

When evaluating a refit of the electrical system, consider the possibility of a diesel-electric drive train or hybrid system. These are still expensive but the wider availability of appropriate equipment and the resultant decrease in cost makes such systems attractive to owners with particular requirements. Diesel-electric propulsion systems are particularly suitable for larger superyachts. Knight & Carver Maritime, in southern California and the venue for many superyacht refits, has been acquired by hybrid systems

supplier Arc Lite Power with an eye to developing a major presence in such systems. In a statement announcing the acquisition, Arc Lite notes: 'The \$30 million (€22 million) total investment will expand the capabilities of the combined companies to serve the emerging "green marine" market.'

# 30%

Custom propellers often yield huge gains in the propulsive coefficient and thus better fuel economy – savings can approach 30 per cent

For other owners, changes to the distribution system are carried out at the same time as a generator refit. Automatic main and shore power panels make life easier both at sea and in port. Multiplexed electrical power distribution systems, such as the OctoPlex system by Moritz Aerospace for air-conditioning systems, or the Czone system by BEP Marine for DC systems, allow every switch, fixture and appliance to be monitored and controlled for maximum convenience. Other options for modernising your electrical system include LCD lighting, which reduces both heat and power consumption, and variable-speed controllers on large motors to reduce start-up loads and flickering lights.

## IMPROVING CLIMATE CONTROL

Such variable speed controllers are common in new HVAC systems, as their pumps and compressors are powered by some of the largest electrical motors found aboard yachts. Bringing the motors up to speed slowly reduces peak electrical demands to the point that smaller generators might be possible, or conversely, more cooling capacity might be made available with the existing gensets.

Other choices in HVAC systems relate to the method of





Not only are the HVAC units more efficient, but removing the fan coils from the cabins also reduces noise

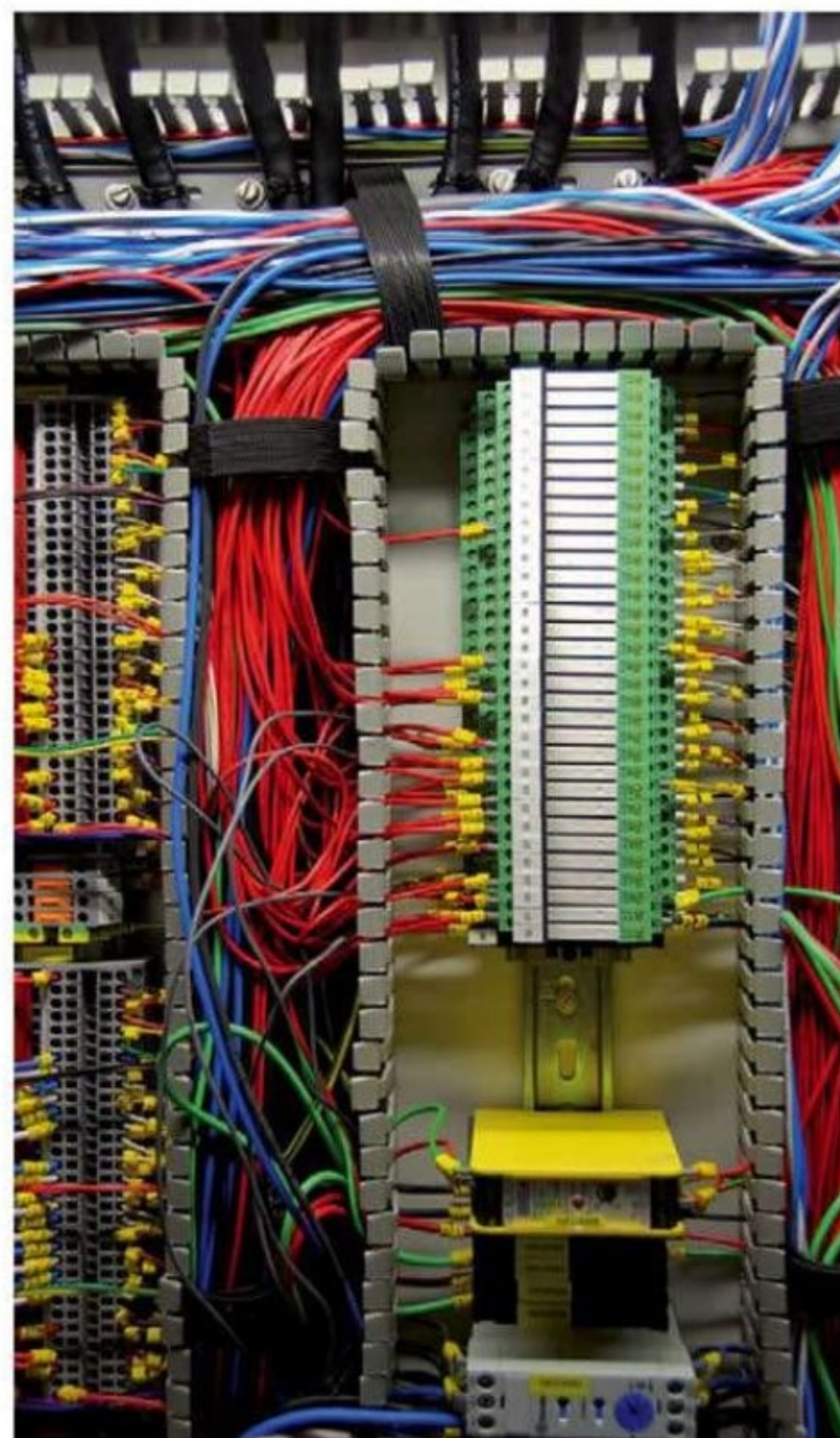
distributing heating and cooling to the various compartments and spaces. Some systems, primarily on smaller yachts where space is at a premium and acoustic requirements are not as demanding, have fan coil units placed directly in each cabin. Central chiller units and tubing of relatively small diameter distribute chilled water to each unit. Larger yachts with more space behind the joinery often have ducted systems. The air is heated or cooled by one or more central units and carried by ducts at low velocity to each cabin. Not only are these units inherently more efficient, but removing the fan coils from the cabins also reduces noise.

Heinen & Hopman Engineering (H&H) is a specialist in customising equipment for superyacht HVAC systems. Ton Weijzen, an H&H project manager who handles both new and refit installations, says it is often able to effect substantial upgrades to older systems without disturbing much of the existing piping and wiring. New controllers enable temperature control to within half a degree, and internet-capable monitoring allows factory technicians in Holland to troubleshoot many problems. Among H&H's recent innovations is the inclusion of an active bacteria- and virus-removal filter in onboard systems. The company also offers an extraction system that removes fouled air from the galley while drawing in fresh air to keep ambient pressures in balance. This ensures that food and cooking odours do not spread from the galley to other spaces.

#### IMPROVING MOTION CONTROL

Active fin stabilisers are still the primary means of reducing rolling, but sophisticated electronic controls have done

Refits under way on yachts at Monaco Marine (above). Wiring is often a prime candidate for upgrading (right)





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Some yards carry out refits for no profit, to keep the doors open and retain talent

much to enhance the effectiveness of these classic winged wonders. Fins have been used under way for decades but now they can be used at anchor or while drifting, thanks to the new controllers. John Venables, president of Naiad

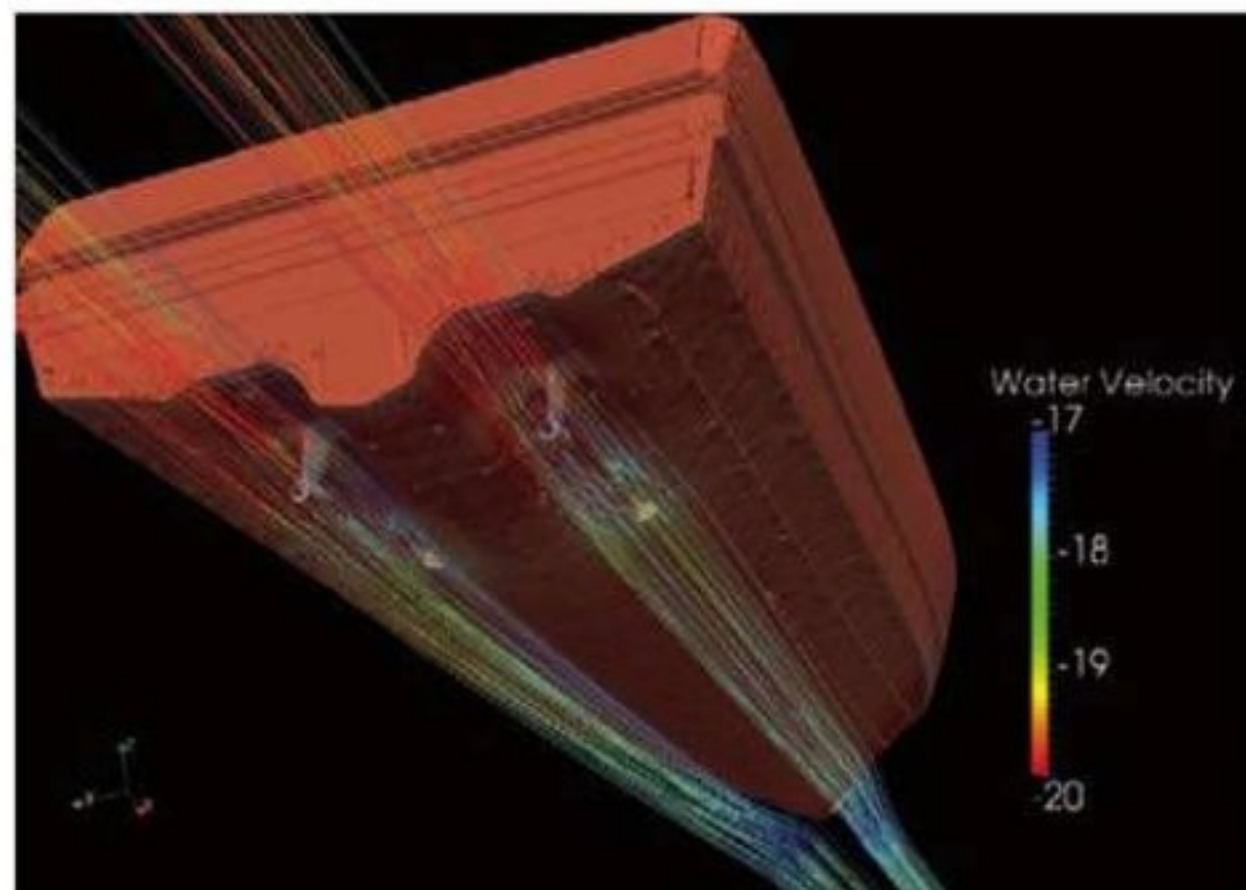
Dynamics, says that in some refits existing fins can be updated simply by the installation of a new controller. He cautions, however, that if the budget and yacht configuration allow, it is better to fit new fins and actuators in conjunction with the new controls. The new fins have a significantly different aspect ratio and the actuators are more robust to handle higher loads and actuation speeds.

In addition to foil-shaped fins, Naiad and other suppliers such as Quantum Marine offer a variety of motion control solutions. These include retractable fins, circular Magnus-effect rotors, and integrated motion control systems that manage the action of stabilisers, rudders and trim tabs to provide the ultimate in both roll and pitch control. These suppliers offer refit options for most existing systems, including brands such as Vosper, Sperry and Koopnautic.

Gyroscopic stabilisation has increased in popularity because of equipment advances in recent years. Systems are now offered by several manufacturers, Mitsubishi and Seakeeper being the most prominent.

Instead of having to carve out a large space for a single unit, several small units can be distributed throughout the yacht, so gyroscopes can be an excellent alternative for refits.

Modelling (right) determines the flow to the propeller plane. Drag factors as well as thrust are analysed. Modern diesel engines (below right) can be up to 10 per cent more fuel efficient than older models



## IMPROVING PROJECT MANAGEMENT

Returning to our original surgical analogy, you would not consider medical procedures of any sort without carefully vetting the credentials of the doctor and the hospital. Do they have the proven skills and necessary facilities to carry out the work? Are they members or, better yet, fellows of relevant professional societies? Can they provide references? And if things go wrong, do they have the financial and physical resources to put them right?

Perhaps the first people to consult when considering a major refit are the yacht's original designer and builder. They will have plans and specifications and be in a good position to evaluate the areas considered for refit. They will not necessarily be the best choice to complete the work, but they can save you time in the initial planning stages.

The International Council of Marine Industry Associations (ICOMIA) has a dedicated Superyacht Refit Group. Member companies pledge to a code of conduct that includes both technical and financial provisions. A pro forma refit contract is available online for downloading at no cost.

Many builders of new vessels now also offer refits, especially in the wake of the economic slowdown, but caution is in order. Some companies do not have refit experience, while others offer refits only for their own marques. Members of the Super Yacht Builders Association must meet standards of experience, longevity and stability, so its roster is a good place to start your search. In the US, the American Boat Builders and Repairers Association posts a list of its members online.

## COST-BENEFIT ANALYSIS

Current owners may undertake a refit to update and keep their yacht suitable for private use, to render it more attractive to the charterers, to make it more saleable, or simply to maintain it to classification and regulatory standards. New owners, on the other hand, may refit an existing yacht as a time-saving alternative to the lengthy process of new build. They may also feel the opportunities in the current resale market make this an especially economical choice.

Joint ventures or consortiums approach refits strictly as business opportunities, but even here the costs and justifications are not entirely clear. In the current climate, brokers need sales, designers need work, yards need projects and vendors need to sell equipment. Even when margins have been cut to the bone and there is little or no profit, some carry out the work simply to keep the doors open and to retain core staff and talent. Others undertake refit work to maintain relationships with long-time clients.

Designer Doug Sharp notes that if there has been any silver lining to the past few years, it is this: the evolution of 'total yacht management', including the professional management of major refits and the formation of loose consortiums, will work to everyone's benefit in the coming years. He and others caution against the 'false economy of self-management'.

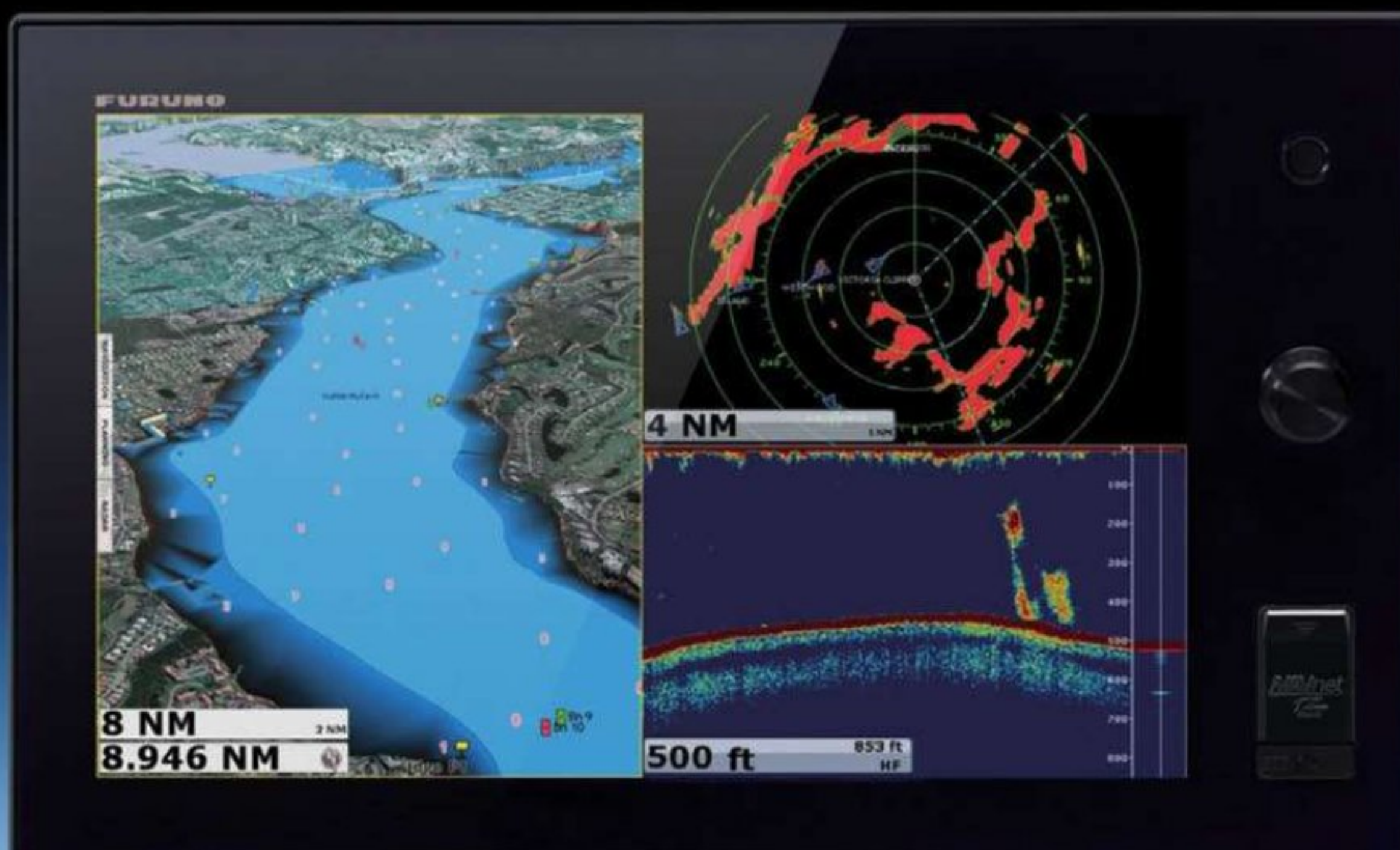


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Yards such as Amico Loano in Italy (above) offer services ranging from basic maintenance to complex refits, which can make a yacht feel brand new, or help it achieve a good price at market

Regarding the cost of refits and whether they are worth it, sometimes the answer is straightforward. Mike Prado, director of marine products for Atlas Marine Systems of Fort Lauderdale, has sold and overseen some 1,800 shore power installations over the past couple of decades, so his database is broad. In the US, he says a 60kVA shore power system for a 30 to 35 metre yacht costs about \$79,000 plus \$13,000 for second-party installation. For a 90kVA system suitable for 40 to 50 metre yachts, owners should allow \$103,000 plus \$15,000 for installation. Atlas also makes custom switchboards. A fully automatic main board with paralleling capability suitable for a 50 metre yacht costs about \$100,000. Prado says the payback period for a shore power system can be just two years if it replaces the continuous use of a genset on a yacht that spends most of its life at the dockside.

For other systems and for more extensive refits, the view remains less clear. Bill Blount, from naval architect and marine engineer Donald L Blount and Associates, of Chesapeake, Virginia, says: 'The approach has to be flexible.' The company undertook about 20 refit jobs in 2011 and is expecting 25 to 30 in 2012. He sees the single most important aspect of the business as building trust

between the client (owner, captain or broker), the designer, the project manager, the yard and the suppliers. The scope of the work may be well defined and even the technical specifications and pricing of the major items of equipment known, but class and regulatory demands are often a moving target. As one project manager puts it: 'Those guys change their

requirements more often than I change my socks.' The other unknown is the spectre of hidden problems and obstacles that can result in delays and increased costs. Blount's only advice on this score, and he is echoed by others, is to be sure the selected yard and designer have sufficient staff to allow for such increased demands, or risk postponing the relaunch. Although a fixed price cannot be put on it, unanticipated work can be pre-contracted under an agreed time-and-materials arrangement to reduce disagreements later.

Finally, don't overlook seemingly minor factors that can have considerable effect on the time, cost and difficulty of a refit. Some countries have strict limits on visas for foreign nationals, so if the project overruns you may find your build captain and project manager being escorted out, just when the critical last weeks approach. Material and equipment costs may balloon if it is necessary to pay disproportionate duties to bring them in for installation. Also, environmental costs – dust containment, noise abatement, waste disposal – can be substantially different from one country to another, even from one city to another.

Be sure to allow enough time up front for careful planning. Though uncertainties always exist, rushing into the job without as complete a plan as possible will cost both time and money. Some say the most expensive words in any project are 'while we're at it', while others cite 'might as well'. In either case, the point is clear: change orders can be damaging to your schedule, your net worth and your peace of mind. On the other hand, planning and the selection of the right team to execute that plan will yield an updated yacht sure to boost your pride, comfort and safety. 🏠

# 2 years

A new shore power system may be expensive but the savings it produces could compensate for the initial outlay within two years





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# The art of conversion

AS REFITS GO, A CONVERSION IS PRETTY EXTREME – TAKING A BASE BOAT, USUALLY FROM A COMMERCIAL BACKGROUND, AND TRANSFORMING IT INTO A YACHT. FOR ONE COMPANY, BASED IN THE PHILIPPINES, THIS IS NOT THE EXCEPTION, BUT THE NORM

words: Tim Thomas

photography: courtesy of HYS Yachts

It is often said that great things come from chance encounters, and for Philippines-based HYS Yachts (formerly Harbour Yacht Services) this couldn't be more true. The two yard heads – engineer Mark Prangnell and naval architect Simon Jupe – met when they were on neighbouring yachts anchored in Singapore in the 1990s.

'I used to work for Bill Dixon, and we had a guy who wanted to build a wooden schooner in Malaysia,' explains Jupe (pictured top right). 'I came out to project manage it. I was rigging the schooner in Singapore – it was around 1990.'

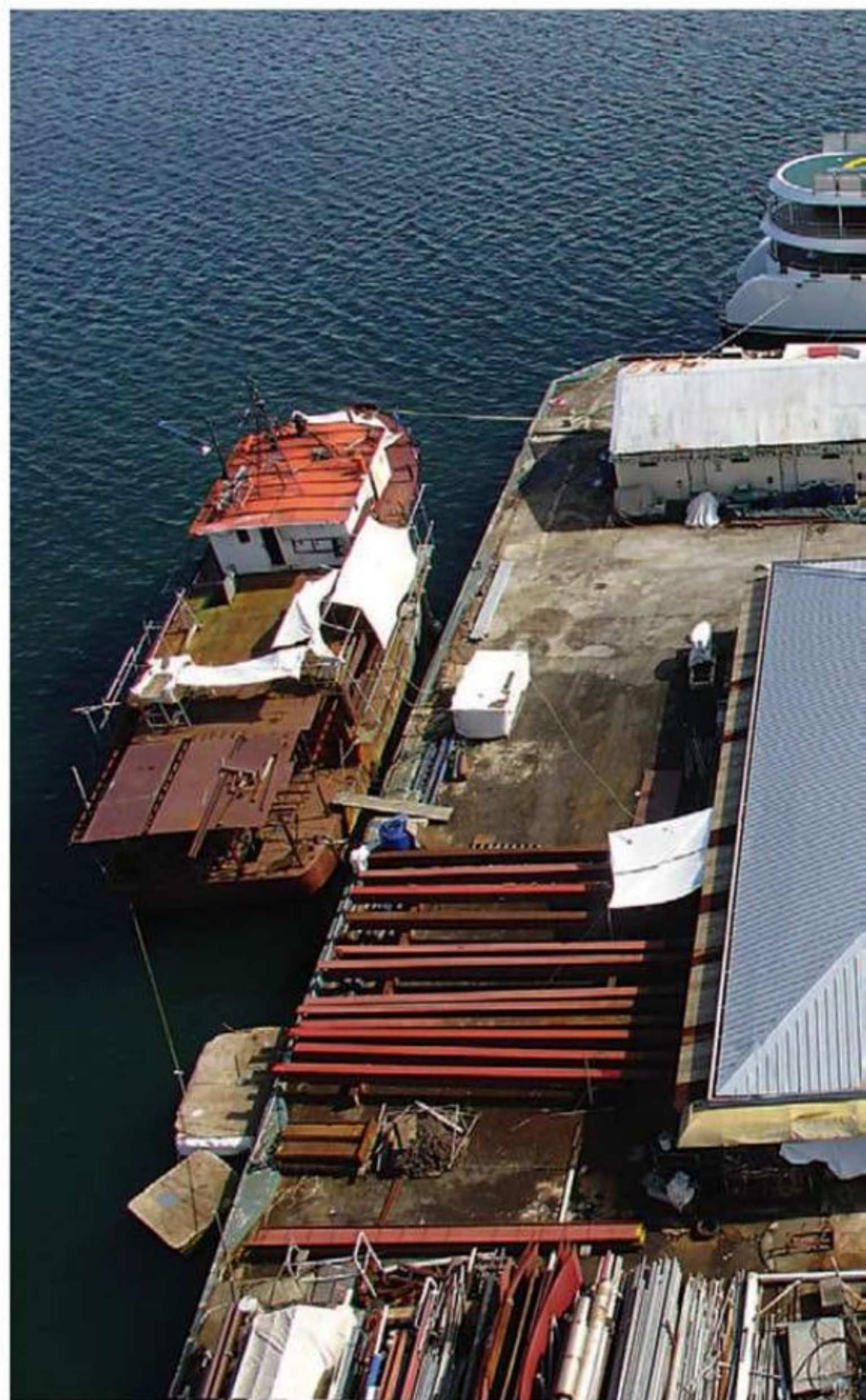
Prangnell (pictured top left) takes up the story: 'I was working on board an 1896-built 36 metre yacht as engineer at the time, so we've known each other for a while. I then worked for Prometheus Marine, and did a few big refit projects in Singapore. I was sent to the Philippines to do some work on a Filipino-owned 90-footer (27.4 metre), did six months and then realised there was no one here who could do what I do. So I bailed from Singapore in 1997.'

Jupe, meanwhile, was running a consultancy covering both commercial vessels and yachts, and was advising brokers and captains on the then new MCA coding.

But how did HYS emerge from these disparate strands? 'I

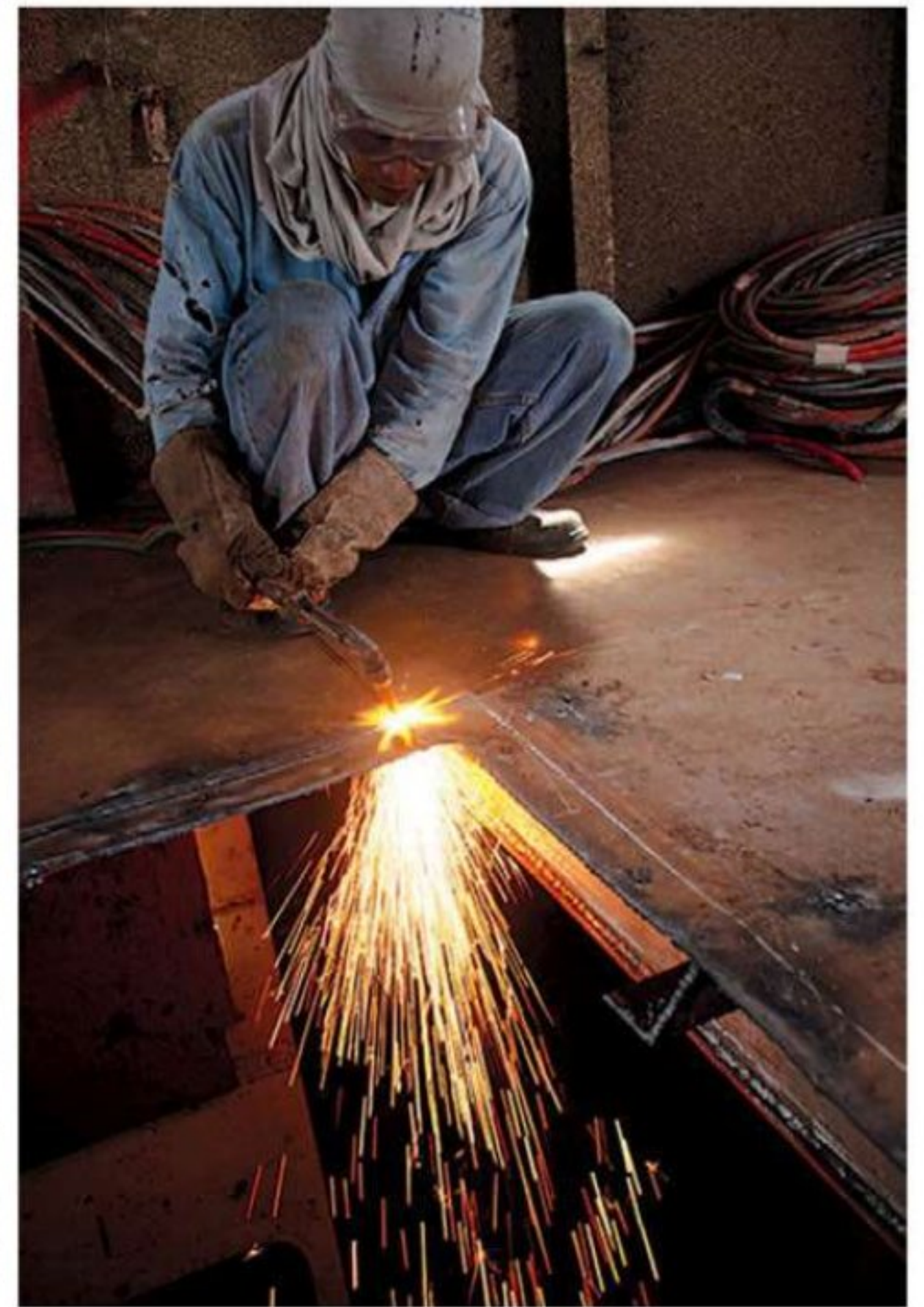
managed to pick up the distribution for Onan (generators), and that led me to doing smaller boats as a one-man band,' continues Prangnell. 'Then one Filipino with a 60-footer (18.2 metre), a passionate boater, called me and said he was thinking of buying a Feadship. It was on at \$35 million, and he didn't know if it was what he wanted. I suggested perhaps that he should buy an older yacht, do it up, use it as a trial horse and learn where he wanted things. That was in 1999, and that first vessel – an old cadet training ship from Japan – became our first project (see [page 86](#)). I got Simon – who was still based in Singapore – to do the design.'

More than a decade and nine conversion/refit projects later, HYS continues to go from strength to strength, with a solid ethos and a waiting list of clients. There are no swanky offices or tiers of management, just Prangnell on site – he works on the projects every day alongside the Filipino yard workers – and Jupe working largely remotely from his home in Thailand. Meanwhile, the yard workers are now fully up to speed with what is required in terms of superyacht finish. The yard itself is located in Subic Bay, which was for a long time home to the American fleet. As a result, there is a wealth of shipbuilding experience and





'It's not cheap for cheap's sake, it's engineering back to the heart of what engineering is and building a yacht on top of it'



While some conversions retain the look of the original donor vessel – such as the 37m fisheries training vessel *Wakachiba*, which became *Blue Hunter* (below, on the right) and subsequently *Dr No* – others, such as the 48m fishing research vessel *Hokko Maru* (below, on the left) which became the 50.8m *Northern Sun*, are almost unrecognisable





knowledge of associated skills in the area. 'Most of the workers have been with us for 10 years,' says Prangnell, 'and the learning process is now over.'

The thrust of HYS is still conversions. 'Conversions are usually driven by clients,' says Jupe. 'We're not aware of other people doing it on a continuous basis. The owners are typically very experienced, and want something nonstandard – they have very specific ideas and requirements, which up until quite recently haven't been satisfied. For this part of the world in particular you need self-sufficiency. Yachts built on a commercial platform are rugged and autonomous and able to run 24/7. There's a feeling of security – for the crew and engineer too – because things are fixable rather than too complex. Also, with most of our projects, you can leave the Philippines and get to Panama on one tank of fuel, so you don't need to bunker mid-Pacific.'

HYS sources its project vessels largely from Japan, and has connections with good brokers who keep Prangnell and Jupe informed every week of what's coming up at auction. 'We tend to favour Japanese government ships,' says Jupe, 'as they are quite local to the yard, they are exceptionally well built, and they are in impeccable condition. They are generally hydrographic and research ships, and some are quite young – *Dr No* (recently completed for Tom Perkins) was just 13 years old, for example.'

The key is finding the right boat, but it is getting harder. HYS finds that most clients prefer the 40 to 50 metre sizes, but many of the vessels coming up for auction now are 70 to 80 metres. 'We look at vessels from other parts but they tend to be run down,' says Jupe. 'It doesn't take long to do an assessment, to look at the technical areas, the overall geometry, and work out the potential.'

With suitable donor ships becoming harder to find, will HYS ever consider building new? At the moment, it has



The transformations can seem extreme, as with Japanese meteorological research vessel *Shumpu Maru* (top) which, in just 10 months, became the 48.5m *Western Isles*



drawings for a 75 metre new design that a client is interested in, but the plan would be to have the hull built at a specialist yard – perhaps in China or Taiwan – and then treat the project like a conversion. The hull lines are based on the existing naval architecture of a Norwegian seismic research vessel.

The other advantage of conversion is cost. 'You could have a 40 metre vessel like *Dr No* with a 4,000 mile range,' explains Prangnell, 'or you could have a 30 metre Azimut with a 400 mile range...' But there is more to it than that. 'It's not cheap for cheap's sake,' explains Prangnell, 'it's engineering back to the heart of what engineering is and building a yacht on top of it.'



The transformation of the vessels includes both the practical and the cosmetic – from reworking the interior GAs to finishing them to modern superyacht standards. For more information and to see more of the yard's conversions, head to [www.hys-yachts.com](http://www.hys-yachts.com)







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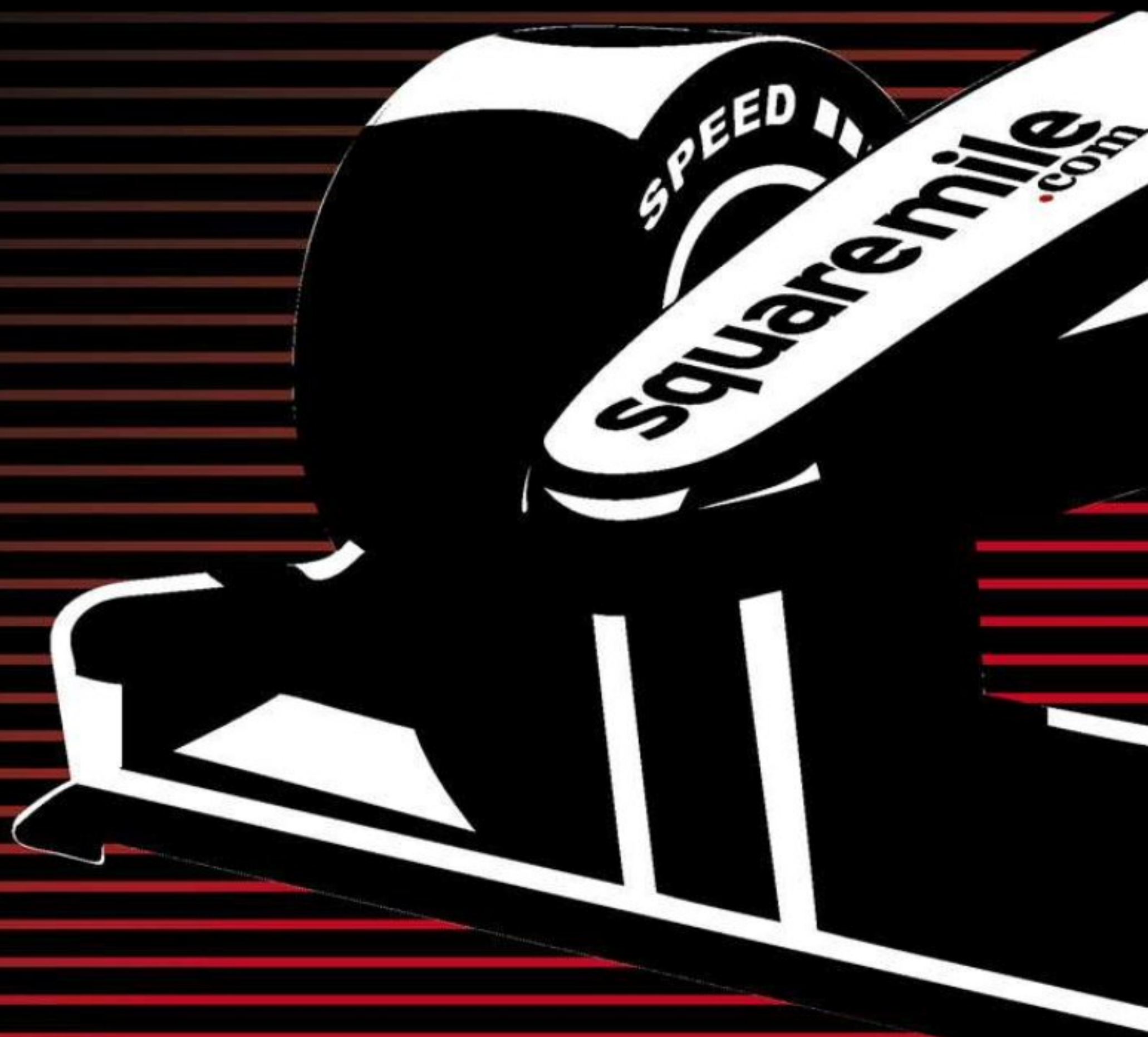
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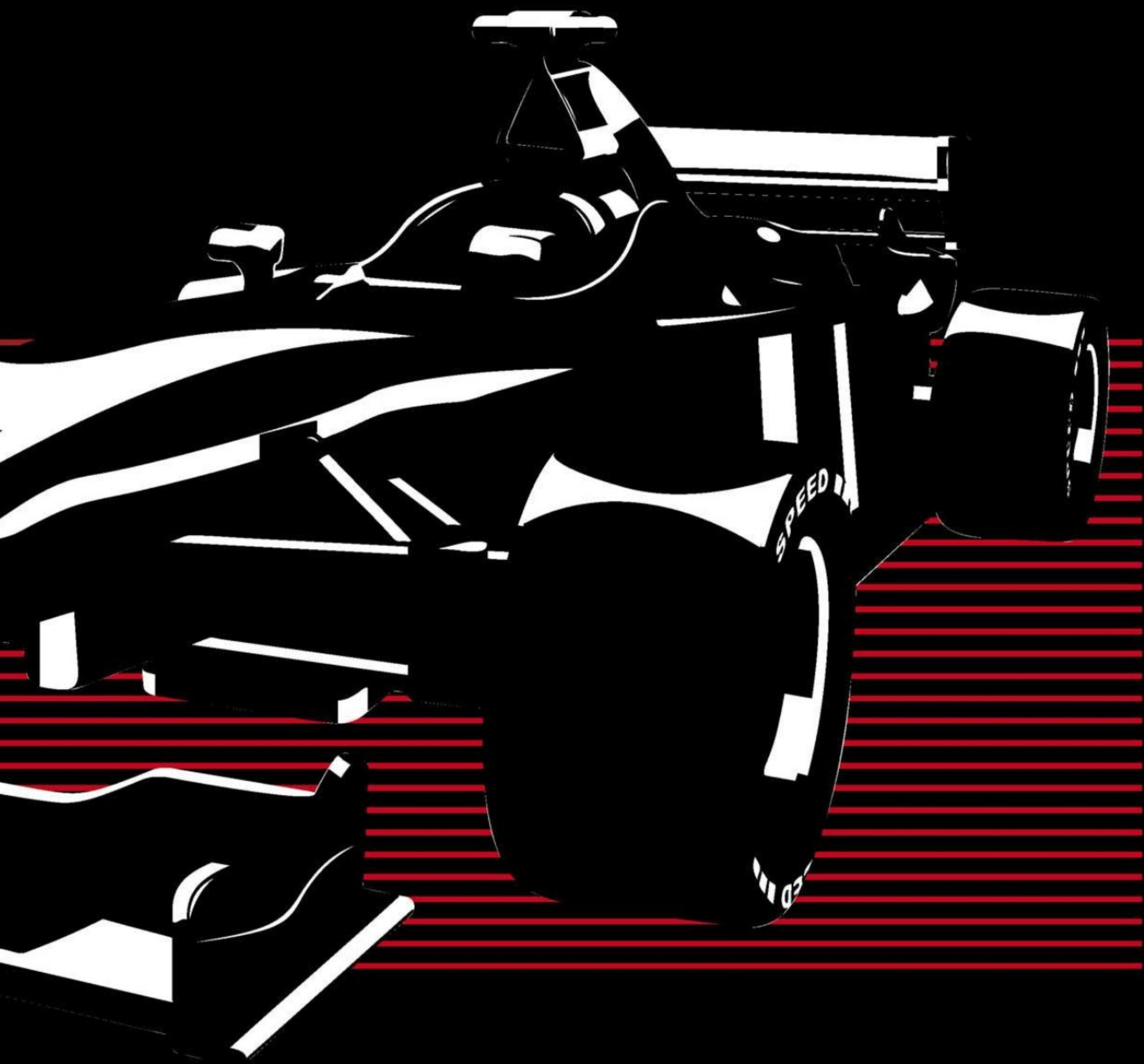
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Original boat  
*Taishu Maru*



Conversion 1  
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Conversion 2  
*Galapagos*

# Three times a lady

SHE STARTED AS A JAPANESE TRAINING VESSEL, AND WAS FIRST CONVERTED INTO A YACHT MORE THAN A DECADE AGO. HAVING NOW COMPLETED HER THIRD REFIT AT HYS YACHTS FOR HER THIRD OWNER, THIS 55 METRE IS READY TO CRUISE ONCE AGAIN...

words: Tim Thomas

photography: courtesy of HYS Yachts

When a Filipino client – a passionate boater who owned a 60-footer – came to Mark Prangnell in 1999 asking for advice on a \$35 million Feadship he was thinking of buying, it set in train a series of events that even Prangnell could not have foreseen. Prangnell, an engineer with experience both on yachts and with Prometheus Marine in Singapore, had headed to the Philippines in the 1990s and liked it so much, he decided to stay. Working as a one-man band, and acting as distributor for Onan in the region, business had been brisk.

He looked over the Feadship's GA and specs, and offered one piece of advice: why not buy an old boat for a fraction of the cost, do it up, and use it as a trial for the owner to determine what he really wanted? That was 1999, and that project became the first conversion by Harbour Yacht Services (now HYS Yachts, also see [page 80](#)), Prangnell's company based in Subic Bay, northern Philippines.

The chosen vessel was a 52 metre, formerly a Japanese government maritime cadet training vessel, named *Taishu Maru* and in 2000 she emerged from the yard as

a 55 metre cruising superyacht called *Tiara II*.

'The owner had liked the idea,' says Prangnell, 'as it worked out to be 10 per cent of the cost of the Feadship. I got naval architect Simon Jupe – whom I had met in Singapore a few years previously – to do the design for the conversion on a vessel I found in Japan, and that was the start of Harbour Yacht Services.' As it turned out, Jupe joined HYS Yachts as a partner, and the owner of *Tiara II* became a shareholder.

In 2003, a Swiss client came along and offered to buy *Tiara II* from the original owner, so it was sold. 'He bought it just before New Year,' explains Prangnell. 'He went for a short cruise in the Philippines and a week later, in Manila, he arrived with a list of improvements and modifications he wanted doing.' These included adding a bulbous bow and Quantum four-fin zero speed stabilisers, filling in the forward well deck to create a tender garage, and extending the saloon over the garage, along with other functional upgrades to bring her into the league of modern expeditionary superyachts – and he wanted the finished yacht in the Galápagos 10 months later. 'It became our second project,' says Prangnell. She was relaunched in 2004 as *Galapagos*.

In 2009 the yacht was sold again, this time to a friend of the original owner. On his recommendation, *Galapagos* motored back from Gibraltar to the

**Ark Angel is the result of three separate transformations for three owners, which have taken her from Japanese training ship *Taishu Maru* (top left) to her current incarnation (right). All were done at HYS Yachts in the Philippines**



Conversion 3  
Ark Angel





Once again the refit was radical, including completely new superstructure styling, the addition of a square transom, a full helipad, and a complete interior makeover



The well deck of *Taishu Maru* (above) was retained for the first conversion to *Tiara II*, but was enclosed as a tender garage for the conversion to *Galapagos*. The expansive aft deck on *Ark Angel* benefits from the restyled coamings and supports







Philippines and returned to the HYS yard for her third transformation. Once again the refit was radical, including completely new superstructure styling, the addition of a square transom and bathing platform to mask the old rounded stern, a wet exhaust, a full helipad aft on the upper deck capable of taking the owner's Augusta 109, with a secondary touch-and-go pad on the master cabin roof, new side coamings and a new, open-air sundeck. Further, the interior was to go through a complete makeover, with a new master suite forward on the main deck, a new gourmet galley on the lower deck, the conversion of an office and gym to a second VIP cabin and a main saloon brought up to date with the latest AV equipment. It would be an 18 month project.

Walking through the yacht just after she had returned from a maiden cruise as *Ark Angel*, it is apparent that she has come a long way from her days as *Taishu Maru*. Her hull retains some of the sheer that marks her more utilitarian background, but that is about the only clue to her origins except for her distinctive underwater profile. The first obvious change is forward where the original well deck, retained on the first conversion to *Tiara II*, is now an enclosed tender and toy garage with shell doors in the hull.

Her profile is markedly different even from her prior incarnation as *Galapagos*. Gone are the superstructure uprights and fashion plates, and instead the main and upper decks appear to float above the hull line, an effect emphasised by the dark green paint applied to the recessed superstructure sides – an idea suggested by the owner's wife. The lower edge of the main deck profile mirrors the sheerline of the bulwark below, while the extension to the rear of the upper deck – which now forms the permanent helipad – gives her a long, lean and low look. The stern is perhaps the most interesting addition; this new section looks like it was part of the original design, until you open a door to one side of the transom to be confronted with the rounded stern of the original vessel.



Extensive changes to exterior deck space design have led to *Ark Angel's* upper helipad, main deck alfresco bar and dining area. A secondary touch-and-go helipad has been added to the master suite coachroof (this page, bottom)



The lower deck features most of the guest accommodation, set to port, with a VIP cabin aft and a second, full beam VIP amidships, with further cabins for staff and a nanny. To starboard, an impressive, long galley – extended from that of *Galapagos* – hints at culinary delights for those on board, and a snug table in the aft corner will surely be one of the most visited spots for guests. Aft of the galley is a laundry and a separate ironing room, while various dry stores and additional fridge/freezer space is located aft in the original rounded stern.

The bulk of the crew accommodation is forward and one deck down, below the well deck tender garage, where cabins radiate from a central mess area. In the after part of this deck lies the mechanical space, where the original low-revving Hanshin engine takes pride of place. Part of the refit work included giving the engine a full overhaul, along with upgrading much of the piping and other engine room systems. Among these upgrades was the addition of an eco-friendly, smokeless wet exhaust. The control room off to the port side of the engine room is a curious mix of old and new, where modern monitoring equipment sits alongside some of the original switchgear and dials from the yacht's days as *Taishu Maru*. The engine is a remarkable contrast to today's efforts: it pumps out 1,300hp at just 320rpm, and when under way it is so quiet that you can stand next to it and hold a normal conversation. In addition to the other engine room upgrades, three new generators were installed as part of the refit, along with new air-conditioning systems, a five-bladed propeller, a Headhunter freshwater system, and a new bowthruster drive system.



The interior has become more sumptuous, with the L-shaped saloon and dining area reimagined as a comfortable cinema saloon with an inside dining spot starboard (above and right)







The main **saloon** has been **refreshed** to provide a comfortable, colonial club feel, while the **AV** systems have had a **thorough** upgrade



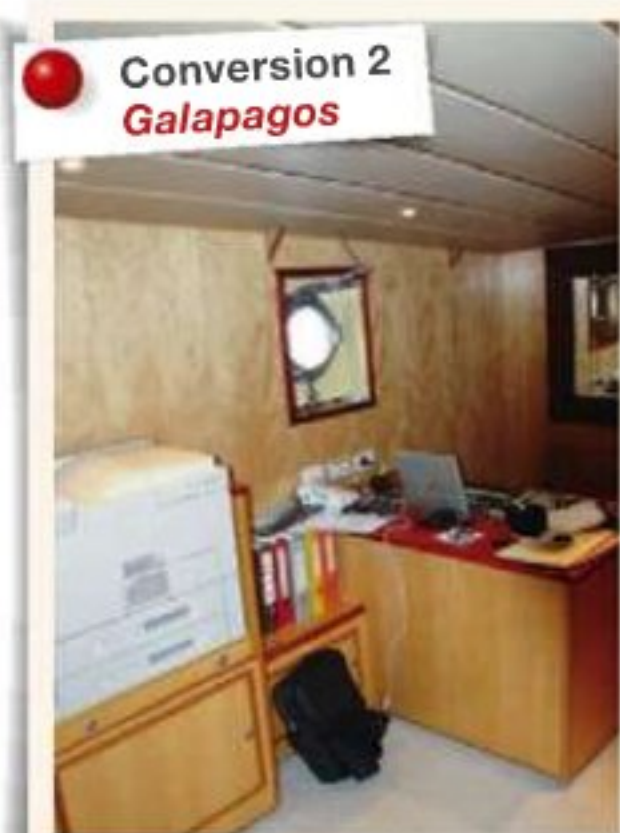
Ark Angel's spacious master suite (left) is forward on the main deck and is finished with a contemporary Pacific island feel. A large, open plan en suite lies forward





## REFITS ARK ANGEL

What was the office and gym on *Galapagos* (right) has been reborn as an additional VIP cabin (far right). The single, low-revving Hanshin engine (below) is so quiet under way you can stand next to it and hold a normal conversation



Conversion 2  
*Galapagos*



Conversion 2  
*Galapagos*



Conversion 2  
*Galapagos*



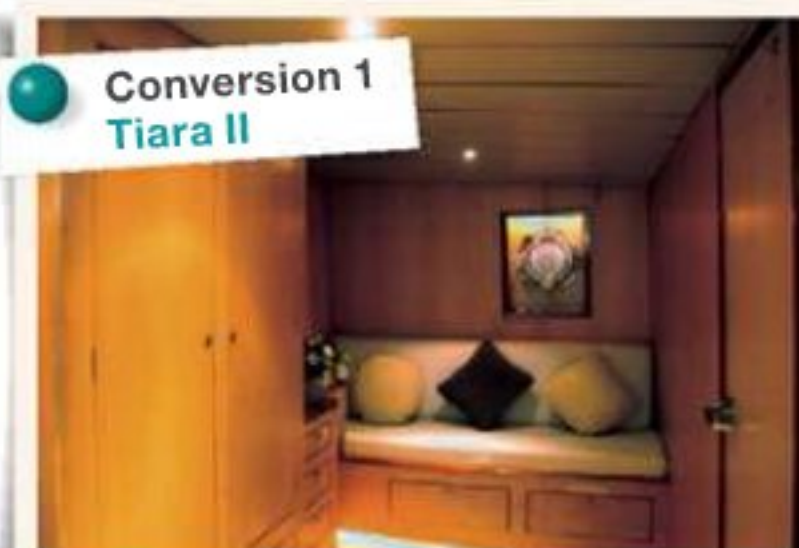
She has come a long way from her days as *Taishu Maru*. Her hull retains some of the sheer that marks her more utilitarian background, but that is about the only clue to her origins







Conversion 2  
Galapagos



Conversion 1  
Tiara II



Conversion 1  
Tiara II



Conversion 1  
Tiara II

The chart room on *Galapagos* (top right) has had a complete makeover into a ship's office (above); the guest cabins remain on the lower deck but have been given fresh décor



## REFITS ARK ANGEL



Conversion 1  
*Tiara II*



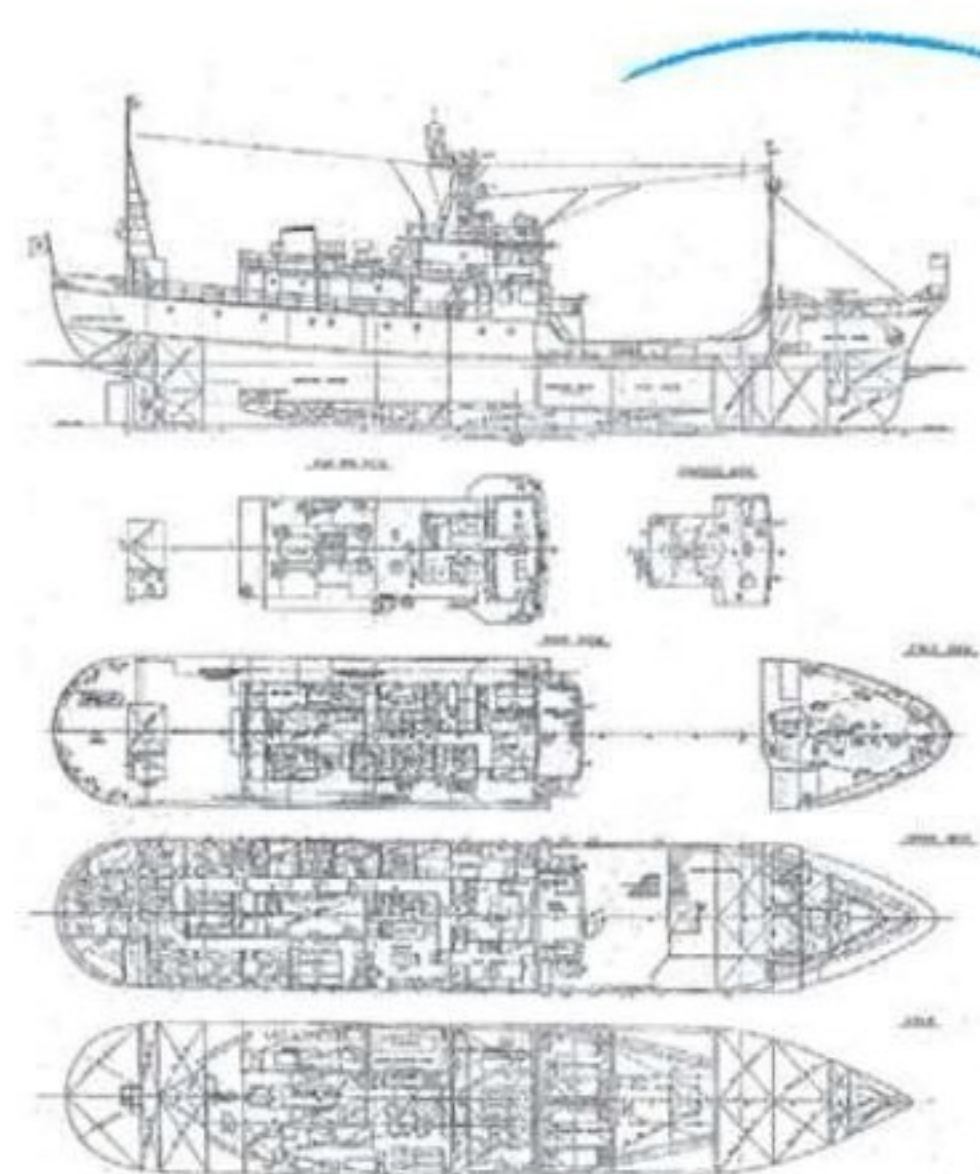
Conversion 2  
*Galapagos*

The galley has been transformed and extended from those of *Tiara II* and *Galapagos* to be a true gourmet's delight



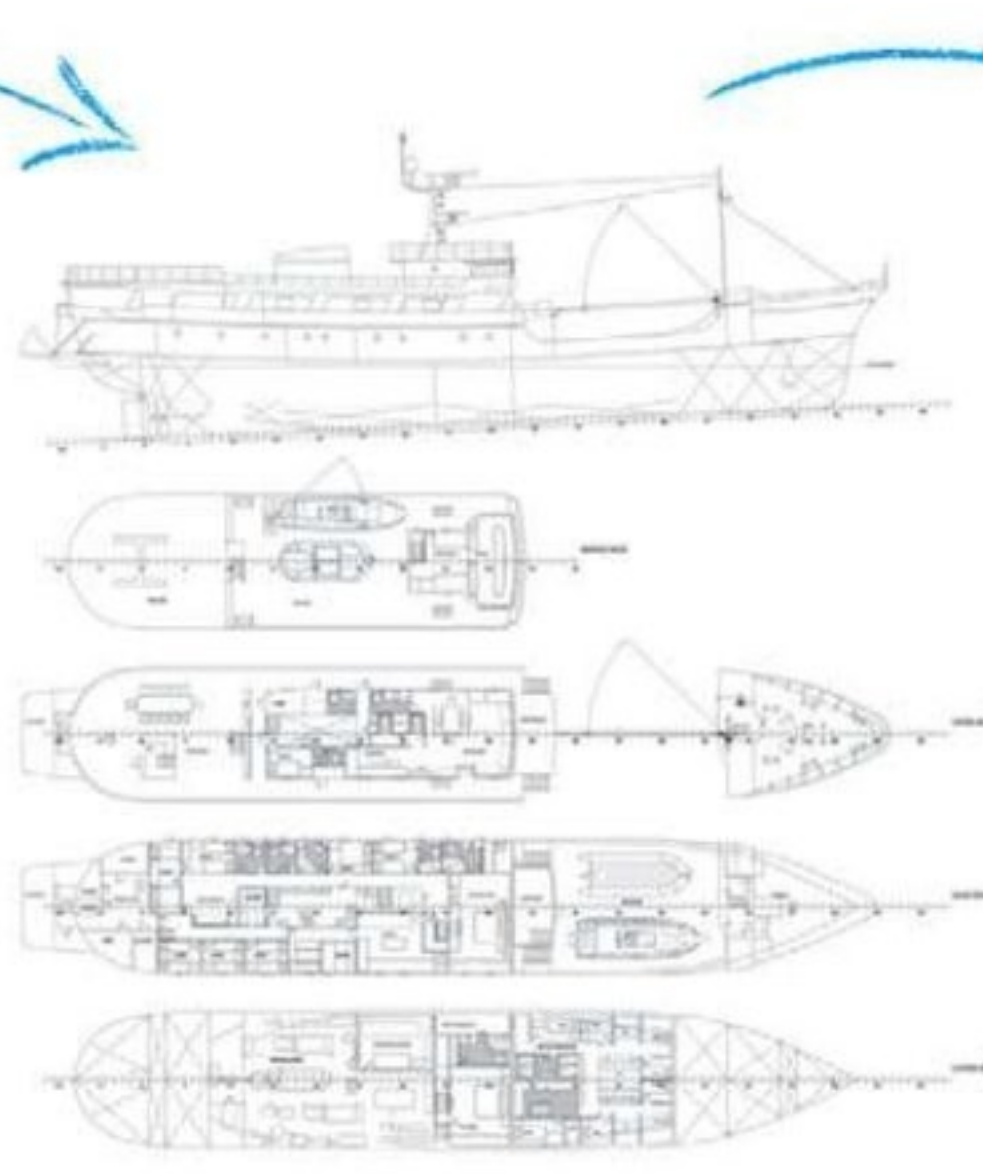
## Three times a lady...

Each of the three iterations of the yacht has seen extensive upgrades and changes, from the original 52 metre Japanese maritime cadet training vessel to her current form as a 55 metre expedition-capable superyacht



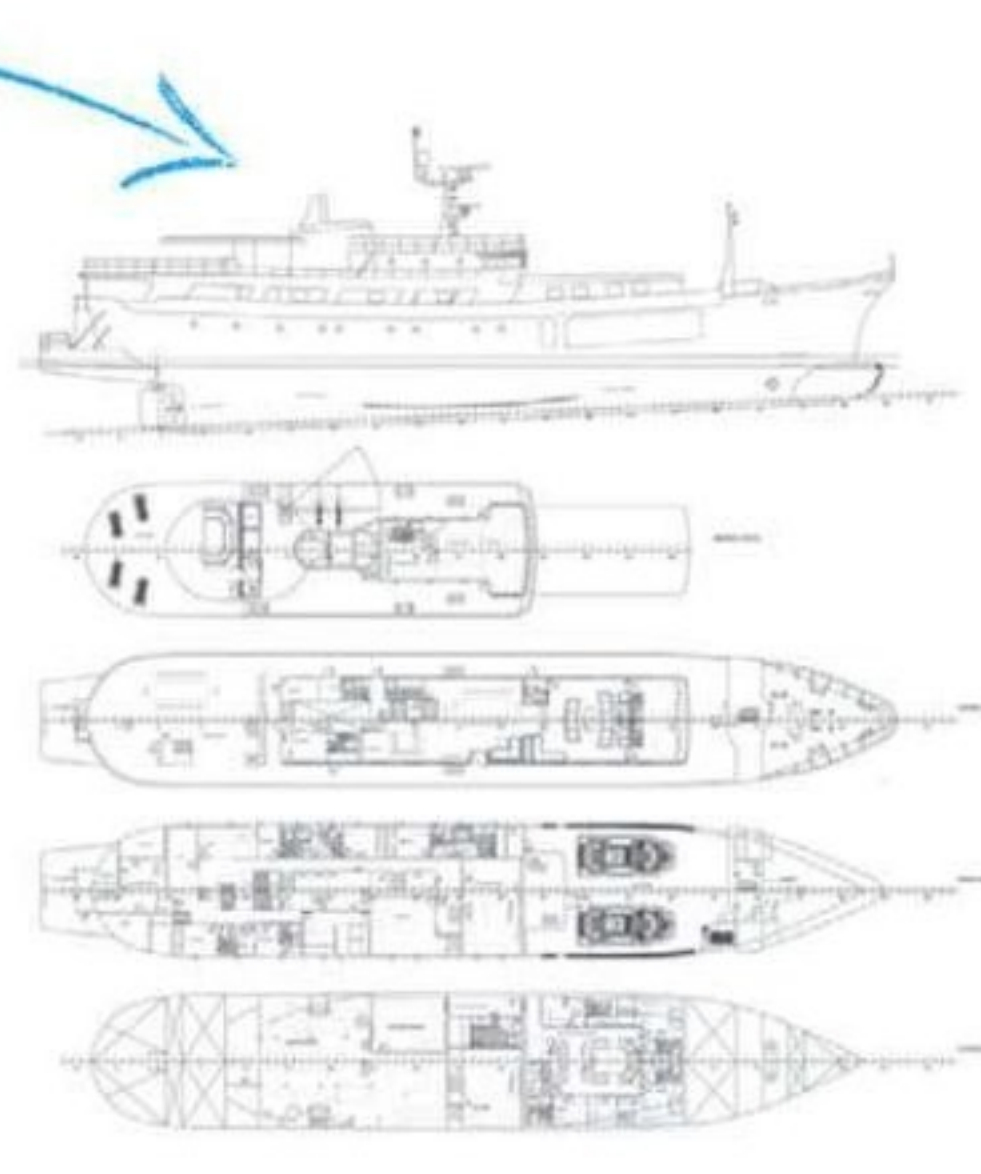
### *Taishu Maru*

The donor vessel was built by Mitsubishi Heavy Industries in 1978, with a 52m LOA and a beam of 8.6m on a 3.5m draught. She originally sailed with a complement of 20



### *Tiara II*

The original conversion included lengthening to 55m, and the addition of guest and crew accommodation, a helideck, teak decks and an upgrade of all systems



### *Galapagos*

For her second refit, the well deck forward was enclosed, the main saloon extended over the top, and a bulbous bow and stabilisers added  
**Turn over to see Ark Angel's GA**

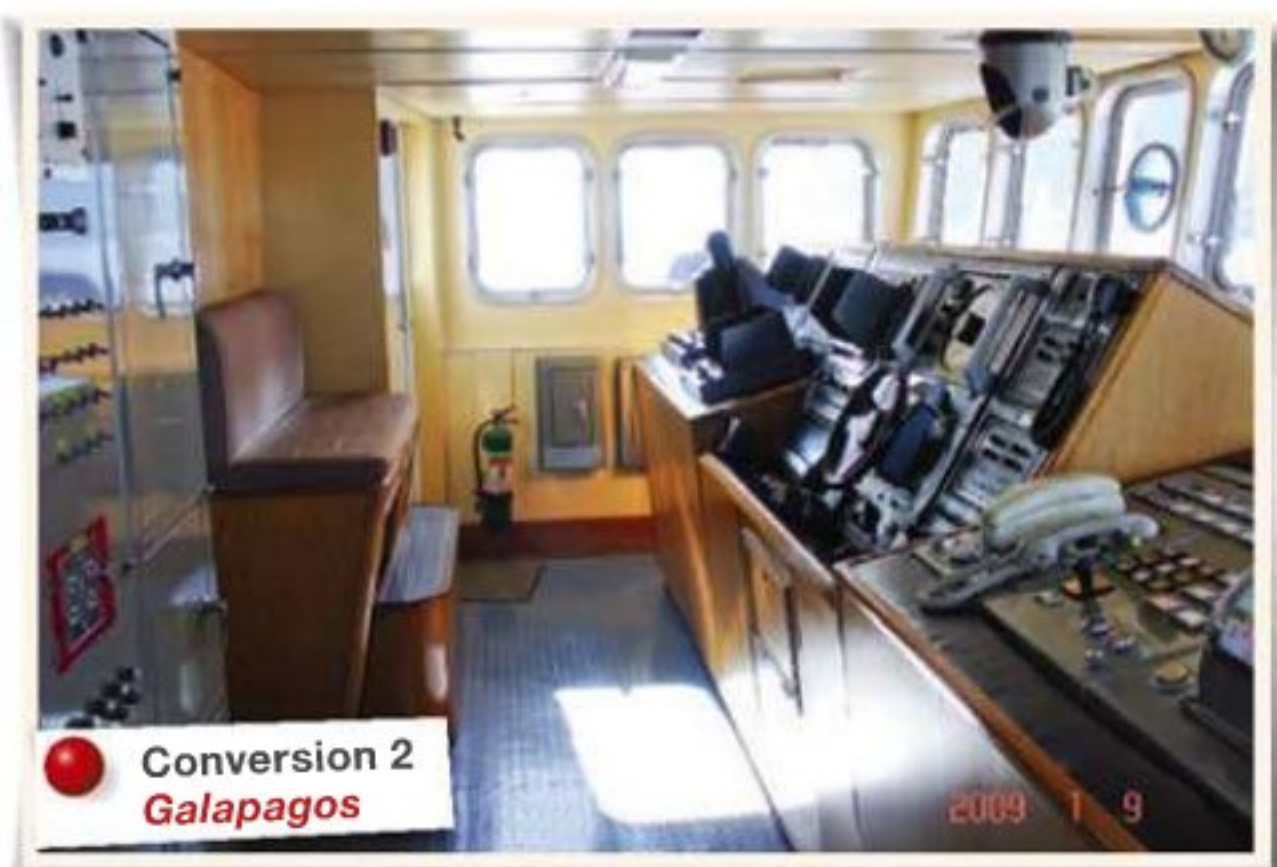




On the main deck, the forward saloon area of *Galapagos*, which led through to two double cabins, has been re-configured as one giant master suite. An island bed sits among the warm browns of exotic woods, while an extended wooden bed head separates the sleeping area from an open plan en suite.

Aft of this, the main saloon has been refreshed to provide a comfortable, colonial club feel, while the AV systems have had a thorough upgrade – a perfect spot to watch a movie. A dining table aft on the starboard side provides a pleasant mix of formality and relaxation by retaining contact with the seating area.

Above, the bridge deck has also had an extensive makeover. The bridge itself has been fully re-configured with brand new navigation and comms equipment, while



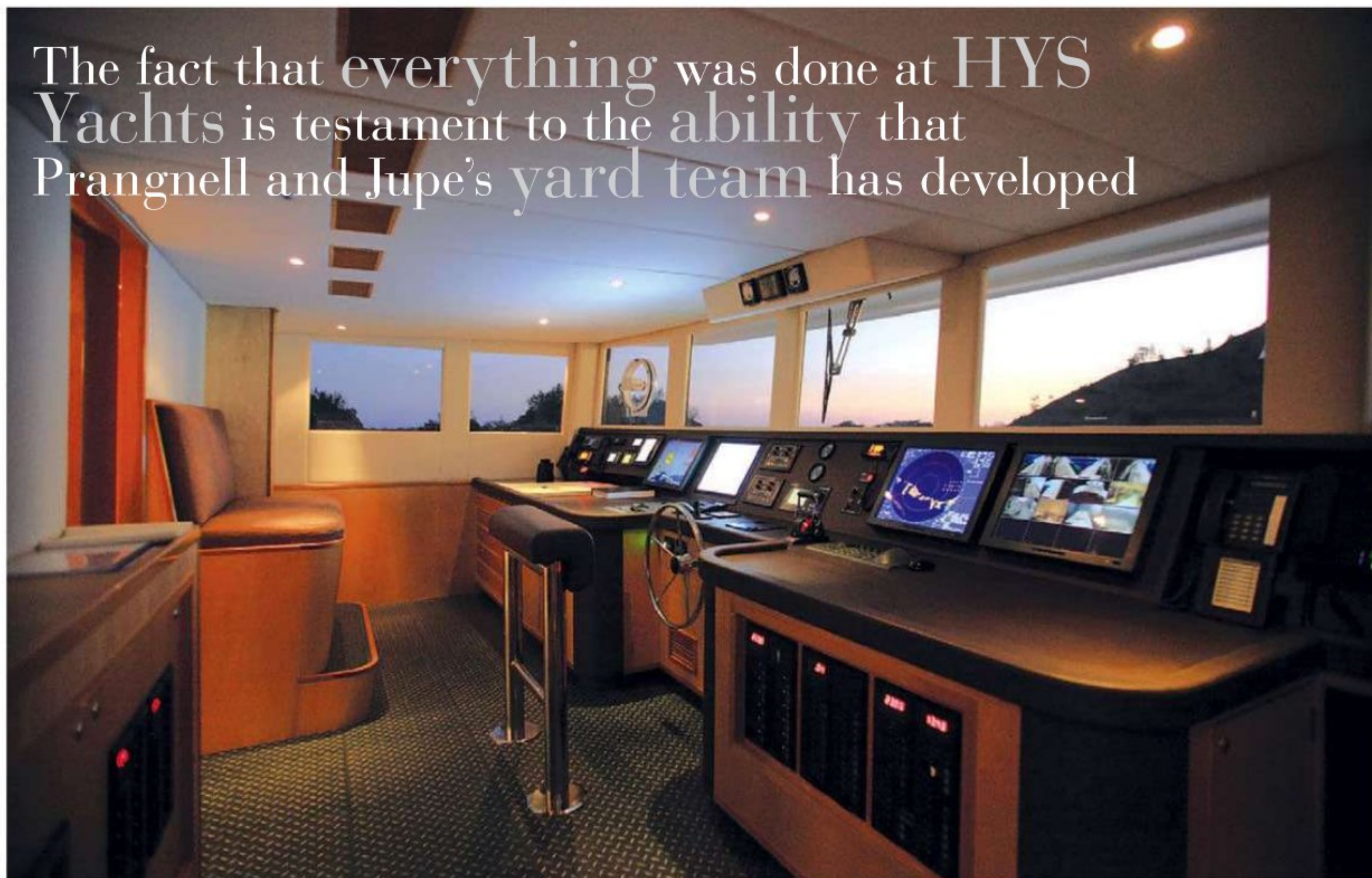
behind it what was a chart room and gym on *Galapagos* has been transformed into an impressive captain's office, leading through to a double captain's cabin.

The deck spaces also received considerable attention. Aside from the sundeck extension and the addition of the DNV-standard, three-tonne helipad (*Ark Angel* also carries aviation fuel with refuelling facilities), the sundeck now features a saltwater spa pool and observation area. One deck below, a large dining table aft offers alfresco dining for 12, while aft on the main deck is a bar and an inviting seating area with loose, rattan-style sofas and chairs.

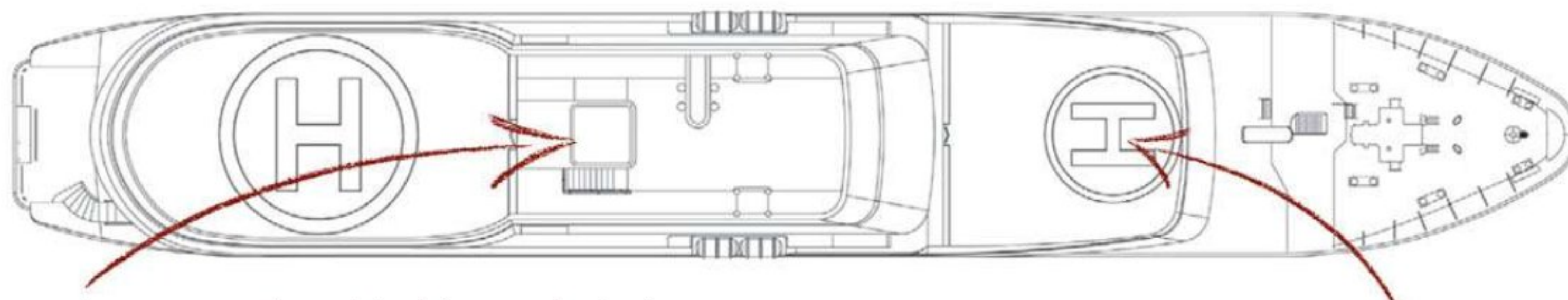
It is interesting to note that at certain points in the superstructure the original side deck doors look as if they are slightly skewed on the vertical. This hints at how the trim of the vessel changed during her three conversions, and while the effect seems odd on paper, it does act as a focal point, a curiosity that adds charm and character to this fascinating yacht. The fact that everything, from the superstructure changes to the interior cabinetry and the paint job, was done at HYS Yachts is testament to the ability Prangnell and Jupe's yard team has developed. Throughout, the standard of finish is excellent, and with a range of some 12,500 miles (and, too, completed at a fraction of the cost of building a new 55 metre yacht) it is clear to see why conversions such as this are proving more and more popular for serious yacht owners. Converts to the cause, you could say...



The fact that everything was done at HYS Yachts is testament to the ability that Prangnell and Jupe's yard team has developed







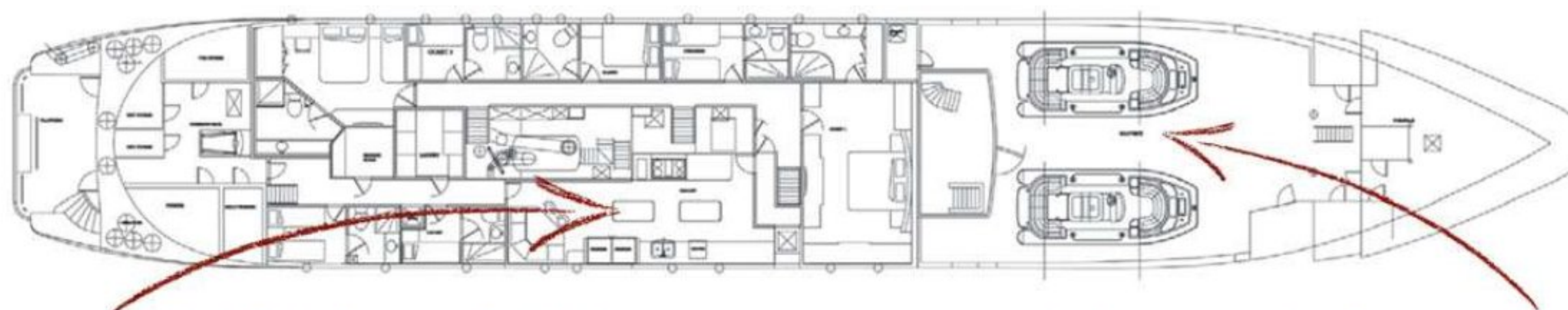
A new open sundeck backs on to a dedicated, DNV standard helideck capable of taking the owner's Augusta 109

The addition of a second, touch-and-go helipad forward atop the master suite roof aids guest drop-off



changes include the addition of a squared stern section and platform, which encloses the original round stern

The master suite on the main deck extends over the tender garage, which was formerly an open well deck



The galley was extended aft to form a chef's delight, with seating and a small table at the aft end

The tender garage, in the former well deck, gives ample space for two tenders and a multitude of toys



The original, slow-revving engine had a zero-time overhaul

crew accommodation features a large central mess with crew cabins either side and forward

## ARK ANGEL HYS Yachts

**LOA** 55m  
**LWL** 52.6m  
**Beam** 8.5m  
**Draught** 4.8m  
**Displacement** 990 tonnes  
**Gross Tonnage** 713GT  
**Engine** 1 X Hanshin, 1,300hp at 320rpm

**Speed (max/cruise)** 13 knots/ 11.2 knots  
**Range at 11 knots** 12,500nm  
**Bowthruster** Quantum 150kW  
**Generators** Cummins Tripower: 2 x 170kW, 1 x 110kW

**Fuel capacity** 160,000 litres  
**Freshwater capacity** 70,000 litres  
**Owner and guests** 12  
**Crew** 12  
**Tenders** 2 x 7m, 1 x 4m

**Construction** Steel hull, steel and aluminium superstructure  
**Classification** N/A, formerly ABS  
**Refit naval architect** HYS Yachts – Simon Jupe  
**Exterior styling** HYS Yachts

**Interior design** HYS Yachts, plus owners' input  
**Original builder/year** Mitsubishi Heavy Industries, Japan/1978  
**Previous refits** Tiara II (HYS – 2000) Galapagos (HYS – 2004)

**Refit yard/year** HYS Yachts/2011  
Subic Bay, the Philippines  
tel: +63 (0)47 252 7631  
email: info@hys-yachts.com  
web: hys-yachts.com





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# TALISMAN C

words: David Pelly  
photography: Buggy Gedlek;  
courtesy of Proteksan Turquoise

TURKISH YARD  
PROTEKSAN  
TURQUOISE WAS THE  
CHOICE TO BUILD  
THE OWNERS'  
SECOND VERSION OF  
*TALISMAN C*: AT 70.4  
METRES IT'S BIGGER,  
BETTER AND A LOT  
MORE FUN





The Turkish shipyard Proteksan Turquoise experienced a highly successful year 2011: three large motor yachts were delivered with two more well on the way to completion, but the undoubted star of this group was *Talisman C*, at 70.54 metres, the largest motor yacht the yard has completed so far.

The first to touch salt water was the 55 metre Turquoise with hull lines by Dubois Naval Architects and interior design by Hok Design in conjunction with Suntay Design; the second was the Turkish-designed 60 metre *Yogi*. The third was *Talisman C*, with both exterior and interior design by H2 Design. Next to emerge from the company's smart new shipyard at Pendik in the Asian suburbs of Istanbul, is a 72.6 metre motor yacht based on a slightly extended version of the *Talisman C* hull. Meanwhile, a 50 metre will be delivered during 2012.

Rather surprisingly, when other yards are struggling to find work, this performance does not satisfy Mehmet Karabeyoglu, the boss of Proteksan, who says the company has the capability to deliver four large yachts per year, rather than three. On the other hand there is no disguising the fact that Proteksan has already grown into Turkey's leading builder of large motor yachts, competing against rival builders from all over the world. Another matter for quiet satisfaction for Karabeyoglu is that he has been able to order a sistership to his own beautiful wooden sailing yacht *Jazz Jr* (see issue 285)

The new *Talisman C* is the second yacht to bear this name, following the very successful 54.2 metre that was delivered by Proteksan in 2006. The family that commissioned both these yachts had a great affection for 'T1' but felt that very significant improvements could be achieved with a larger hull. For instance, T1 had no tender garage and as a result Dubois was able to draw a particularly graceful hull with relatively low freeboard aft. But the owners did want to be able to carry more tenders and water toys and unless these were allowed to take over the best deck spaces, a garage became a necessity, while a substantially longer hull would be able to retain the 'low and lean' appearance of the previous yacht.

*Talisman C* mark II has a much longer hull than the first version, which allows it to have a tender garage, yet retain a low, lean appearance. Removable awnings by Multiplex give flexible protection from the sun





‘It was felt significant improvements (over the first *Talisman C*) could be achieved with a larger hull’







*Talisman C's skylounge (above and left) has an informal, contemporary feeling, with a walnut floor, cream coloured sofa and curtains as well as colour and texture contrasts, with high-shine elements such as black lacquered woodwork. An ideal family area, it opens on to an aft deck for alfresco dining. Crystal Caviar's extraordinary artwork in the central stairway (right)*



The net result is a full-width aft garage with lift-up clamshell doors on each side and extending overhead cranes. It's a very well-stocked toy cupboard, and includes a Nautique Super Air 230 specially designed for wakeboarding, which can also be used as a dive tender. Among the five Sea-Doo PWCs is a Wake Pro capable of towing a skier; in fact, the 215hp Rotax engine has sufficient power to keep a decent-sized light aircraft aloft. For those guests who prefer not to hear the constant buzz of small engines, there is a Laser dinghy plus a selection of windsurfers and canoes. The 'respectable' tender, for going ashore without getting soaked, is a Novurania Chase 23 with Yanmar inboard diesel.

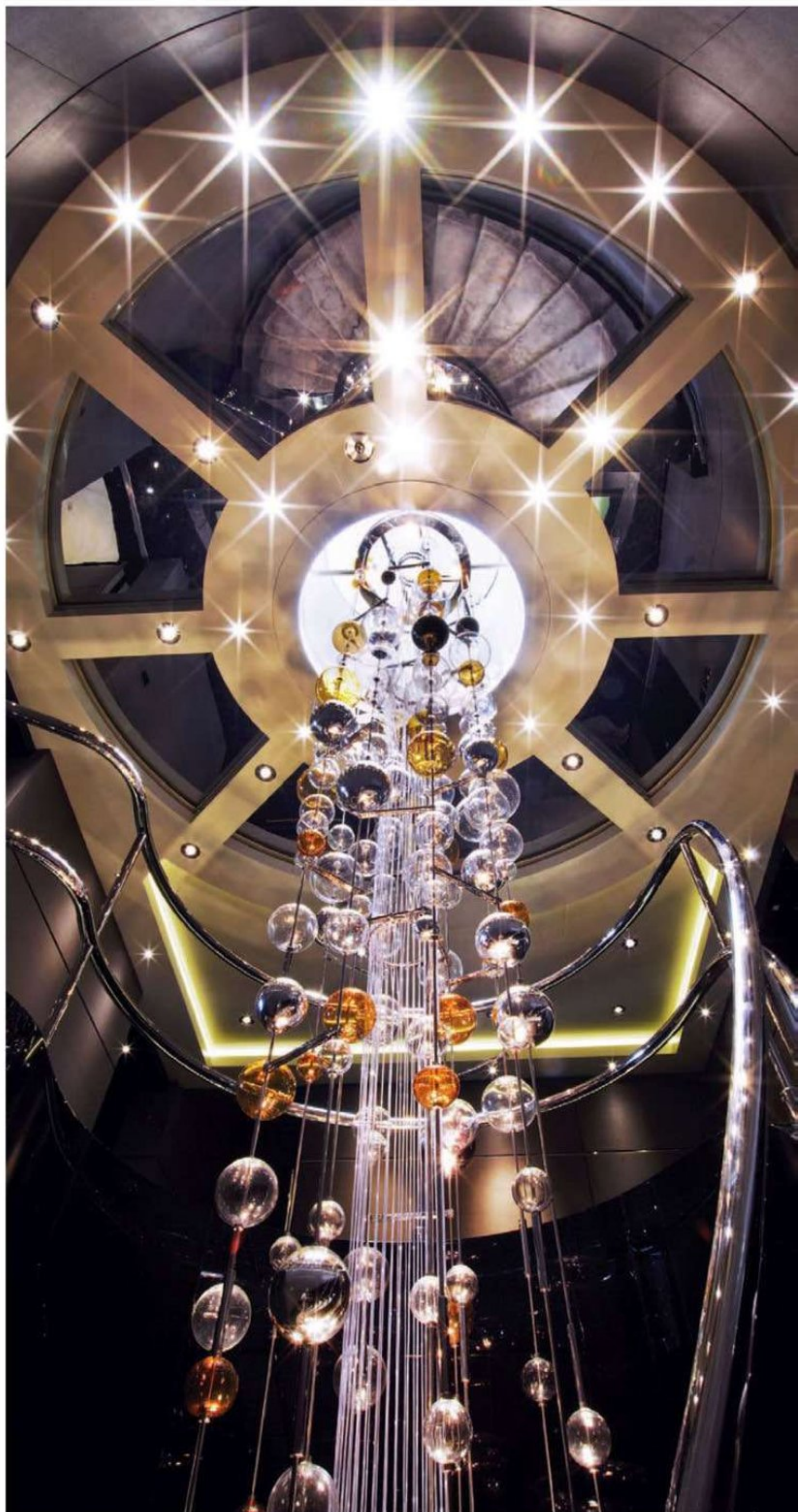
Side access to the garage has made it possible to develop much further the idea of a beach club at the stern. A very large transom flap hinges down to the horizontal, creating a huge open deck just above the

Spacious cabins,  
generous public spaces  
and a great variety of  
deck areas will make  
this a pleasure  
comparable to having  
a private ocean liner

waterline; this is carried through into the lazarette area of the hull where one finds a central stairway to the main deck and a door into the garage. When the passerelle is in use, it soars over the top of this deck without impinging on it, although you would not normally expect both to be in use at the same time. The 'beach' can have a number of uses, including boarding tenders or swimming, but also as a very special place to sit and relax with feet practically in the sea, a feature the owners first noticed on the 60 metre motor yacht *Blue Eyes*.

In most other respects, *T2* is simply larger: there are additional features such as a gym, a games room and a VIP cabin, but on board a yacht, space is the ultimate luxury and this one has plenty. Although all the boxes have been ticked that could make *T2* a legal charter yacht, the owners' intention is to undertake a world cruise first and this will involve a considerable turnover of family and friends, depending on who is available. Spacious cabins, generous public spaces and a great variety of deck areas will make this a pleasure comparable to having a private ocean liner.

H2 Yacht Design and its boss Jonny Horsfield received the ultimate endorsement of a repeat commission to develop the sophisticated, art deco-based interior used







**With a raised bed, the owners suite has 180 degree views (above). Its rich walnut and stained dark panelling is offset by a pale wool carpet. It also features a private study, a dressing room and a split-level bathroom (right)**

on T1. In addition to his own regular visits to Turkey, Horsfield appointed the young Australian designer Tam Elder as project manager. Elder spent the best part of two years at the yard, during which he forged an excellent working relationship with the management there and a great respect for their craftsmen.

The interior of *Talisman C* is smart, modern and high contrast both in shapes and materials. What this means in practice is voluptuous curves limited by sharp edges, soft materials such as suede or pony skin bordered by marble and outlined with polished stainless steel or chrome. Walls can be surfaced with shagreen and chairs upholstered with 'mock croc'. Above all, there are strongly contrasting colours, such as black lacquered woodwork against off-white wool carpets. Floors are often in dark, sparkly marble with underlit onyx providing the dramatic point of interest. This style is particularly clearly expressed in the VIP cabin, which has black soft furnishing and white pony hide walls carved into squares that curve over the bed, which is a surprisingly restful effect.

Dramatic, eye-catching details abound: the spiral central stairway winds its way around an extraordinary artwork made of glass balls on stainless steel rods, with hanging fibre-optic strands that create an ethereal light. This eye-catching piece of work was designed and made by Crystal Caviar of the Czech Republic, and provided a

particular challenge to get it mounted without damage. At the same time, the yacht's indoor crew worked out the best way of cleaning it.

The corridor that leads into the owners' quarters has a lobby with circular back-lit onyx panels that apparently bring the same response from virtually every visitor: 'Beam me up, Scotty!'

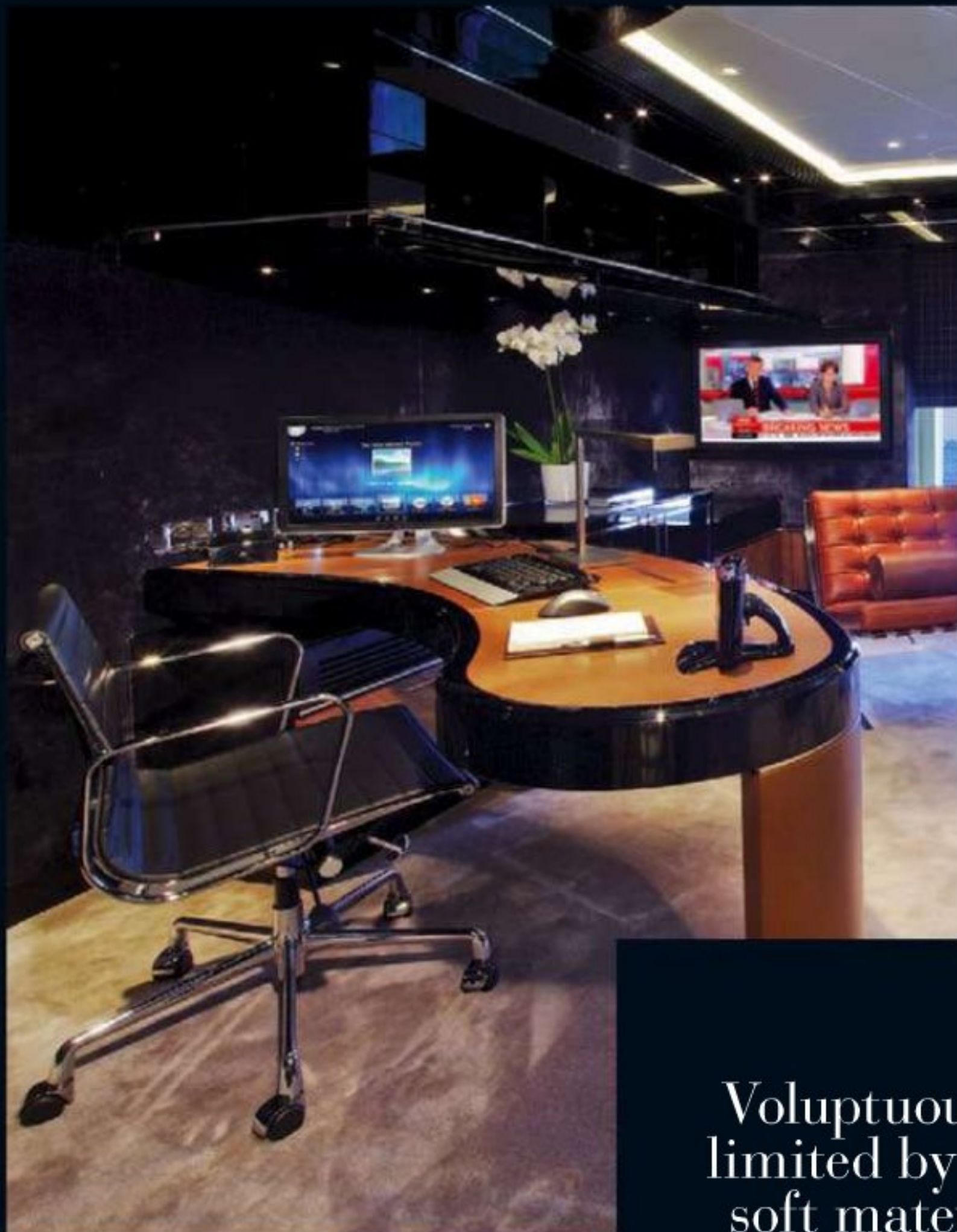
Glass-work is a strong feature and there are two quite amazing chandeliers in the saloon and dining room that look like the tentacles of a huge sea anemone suspended from the ceiling. They look particularly attractive when lit and indeed the whole saloon area is much more interesting under artificial light when the Lutron 'mood lighting' comes into its own.

The starship *Enterprise* never had a bridge as impressive as the one on *Talisman C*. Both beautiful and practical, it matches a fully electronic display outfit with good practical features such as a real chart table with blackout curtains and red lighting and a special niche to one side of the main console, where the watch officer can stand right up against the windows in bad visibility. With vertical glazing in a 180 degree curve, the view is excellent in every direction except directly astern. Another good point is the full walk-round deck on this

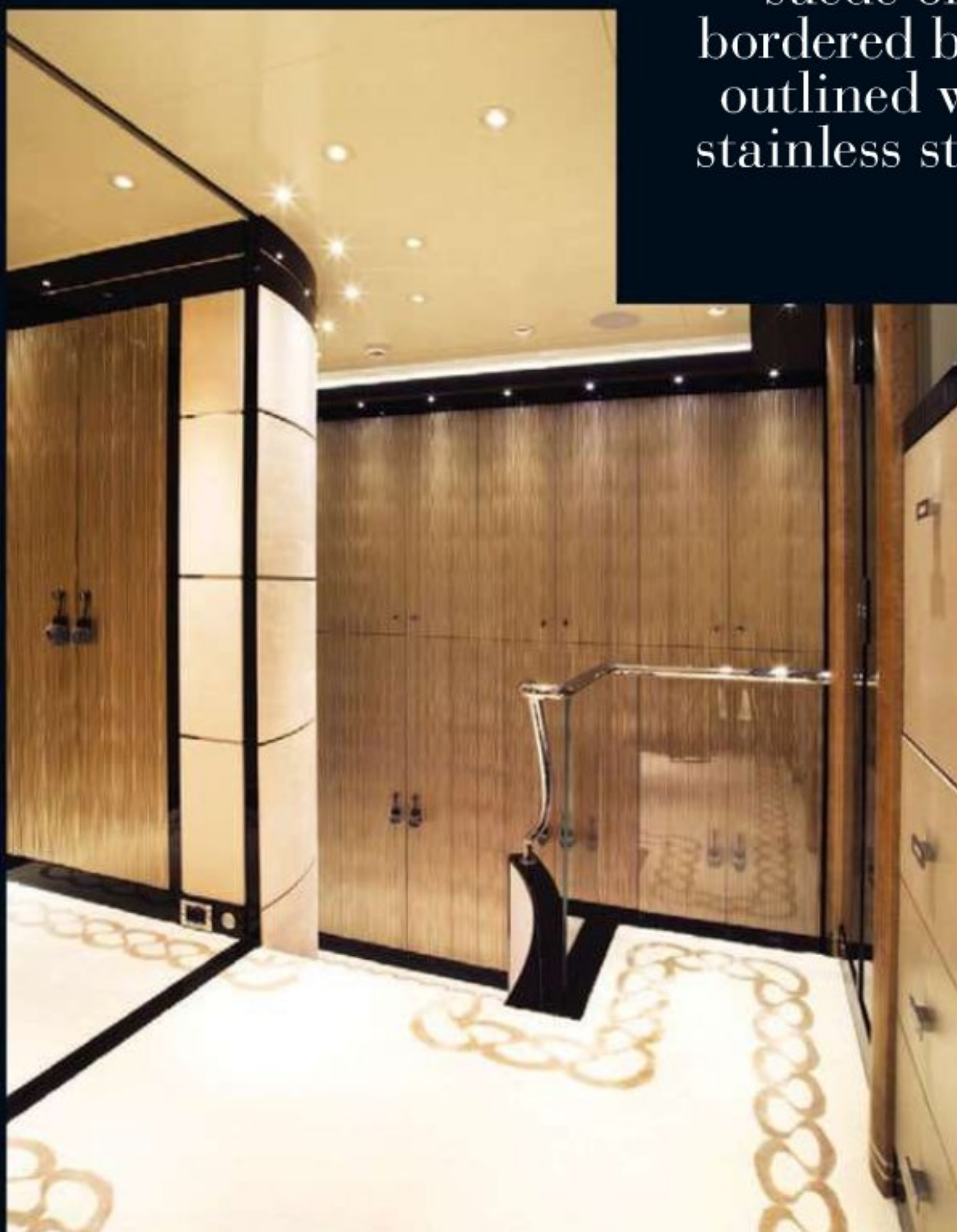
**Continued on page 110**

>





Voluptuous curves are limited by sharp edges, soft materials such as suede or pony skin bordered by marble and outlined with polished stainless steel or chrome









## INTERIOR DESIGN THE NEW CHALLENGE

**M**aking someone's dream come true is a lot easier when they have described it to you. Luckily for H2 Yacht Design, the owners of the new *Talisman C* had specific plans when they asked the studio to design its interior and exterior.

H2 had the additional benefit of insight gained while designing the owners' previous yacht, a 54.2 metre delivered in 2006 and also called *Talisman C*.

'With the exterior style, we were looking for a modern interpretation of the first yacht,' says Jonny Horsfield, owner and head designer of H2. 'As interior space wasn't the main priority, we could keep the profile relatively sleek. The owner also requested plenty of deck space and a complete walk-around on bridge deck, which meant we could not go full width there – but again, this kept visual bulk down.'

In contrast, the request for a huge observation deck pushed up the mast, heightening the profile in exchange for panoramic views.

The owners requested major departures from the first yacht's design. A transom platform and large tender garage aft were relatively simple to integrate; the raised owner's suite was more challenging.

'When the owner's suite is located forwards and raised it creates a difficult route to the foredeck for the crew. In the end we designed a comfortable crew staircase from the crew deck, giving a safe, dry access to the forward deck,' says Horsfield.

'The view from the owner's bedroom is magnificent,' he continues, 'however, the possibility of privacy being compromised by crew on the foredeck, means I would think hard about this feature again.'

Inside, the décor is a subtle move away from the smaller yacht's theme. 'Whereas the first yacht was quite traditional in its art deco features, the new yacht only hints at it with its dark stained maple and walnut, stainless steel and leathers,' says Horsfield.

'With help from Crystal Caviar we designed this amazing glass and stainless structure. I was nervous we would never achieve what we showed in our computer renders, but even I was bowled over by the result.'

The main saloon, aft of the semi-screened dining room features a huge 'tentacled' chandelier. The loose furniture was designed by H2 Yacht Design and built by Proteksan Turquoise





level, allowing the crew to reach any part of the vessel without having to dash up and down stairs.

The same 180 degree curve of windows is enjoyed in the owners' cabin, one deck below. In addition to the excellent view there is a small outdoor sitting area, which would be delightful with the yacht at anchor though normally too windy when under way. The owner's suite is on two levels and the most unusual feature is that the change of levels is made in the bathroom, with the spa bath on the lower level and shower up above, creating a very striking compartment.

Another feature that will be especially enjoyable when at anchor is the 'crow's nest', a small deck cantilevered from the radar mast and reached by steps from the sundeck. The view from here is unbeatable, while sun worshippers will find it provides a high degree of privacy. The sundeck is huge, with a pool of almost Olympic size forward and a choice of open or shaded space aft.

A big advantage of reaching the magic figure of 70







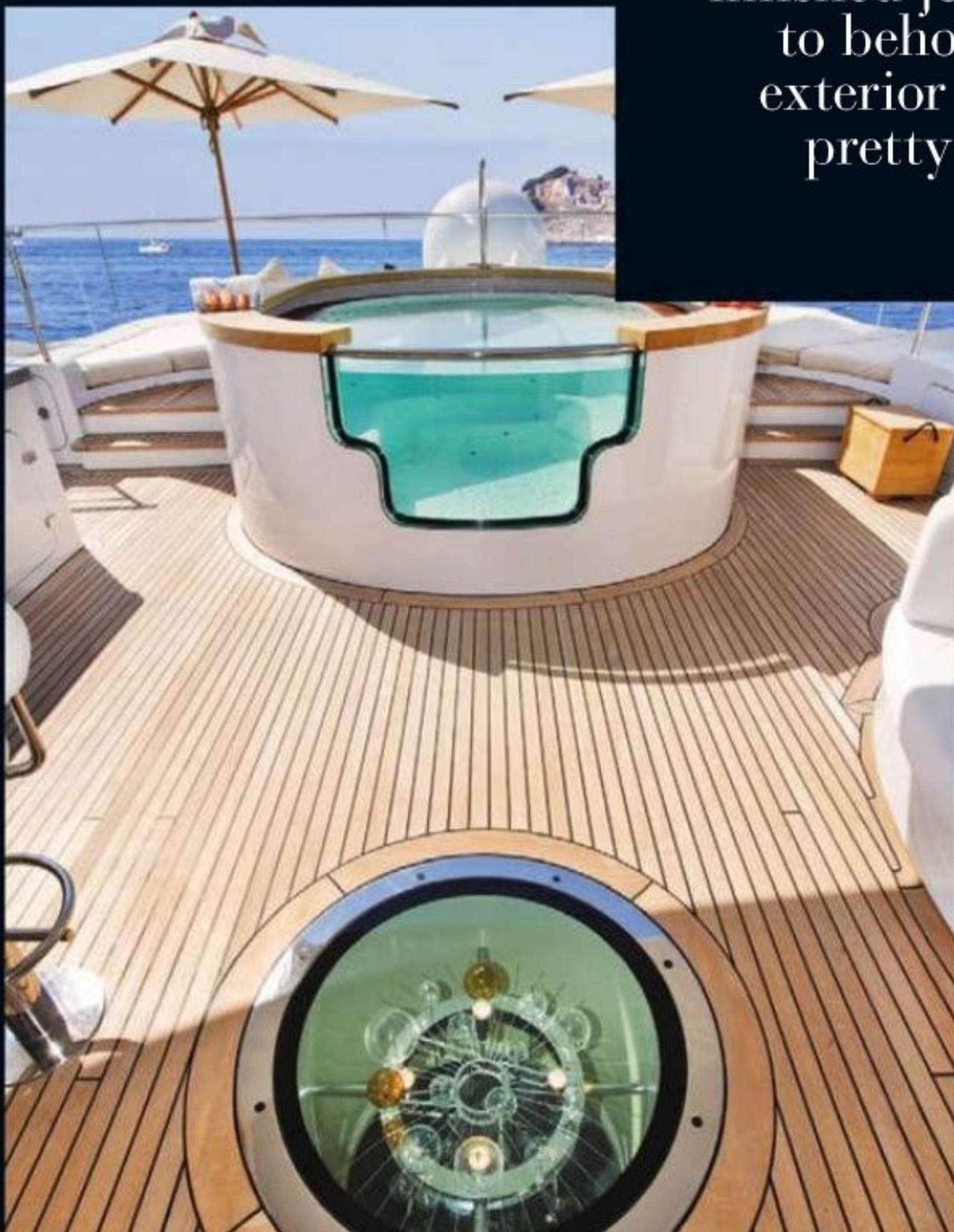
The dining room (above) features a chandelier by Crystal Caviar and a table that enlarges to seat 12 people when required. The VIP cabin (far left) offers striking white pony-hide panels. The palette continues through to the double cabin and its bathroom (left) with custom Bisazza tiles from Italy







The yard is justly proud  
of the woodwork and  
finishing; the gloss-  
finished joinery is a joy  
to behold and the  
exterior painting is  
pretty good too







metres overall length is that it enables all the crew and technical spaces except the main galley to be placed on the lower deck. In fact, the same hull could be rearranged with the galley and gym on the lower level and all four guest cabins on the main deck and it will be interesting to see if this is the layout selected in future.

Taken as a whole, it has to be conceded that *Talisman C* is built to a very good standard, and is very attractively priced compared to some Northern European equivalents. Mehmet Karabeyoglu is quite open in saying that Proteksan's advantage lies in the fact that Turkish labour rates are far lower than those in Northern Europe. For this

reason, he likes to take on jobs that are labour intensive, because the more work goes into building the yacht, the greater is his price advantage. It also tempts the firm to take on many tasks that European yards tend to outsource. He is justly proud of the woodwork and finishing; the gloss-finished joinery is a joy to behold and the exterior painting is pretty good too.

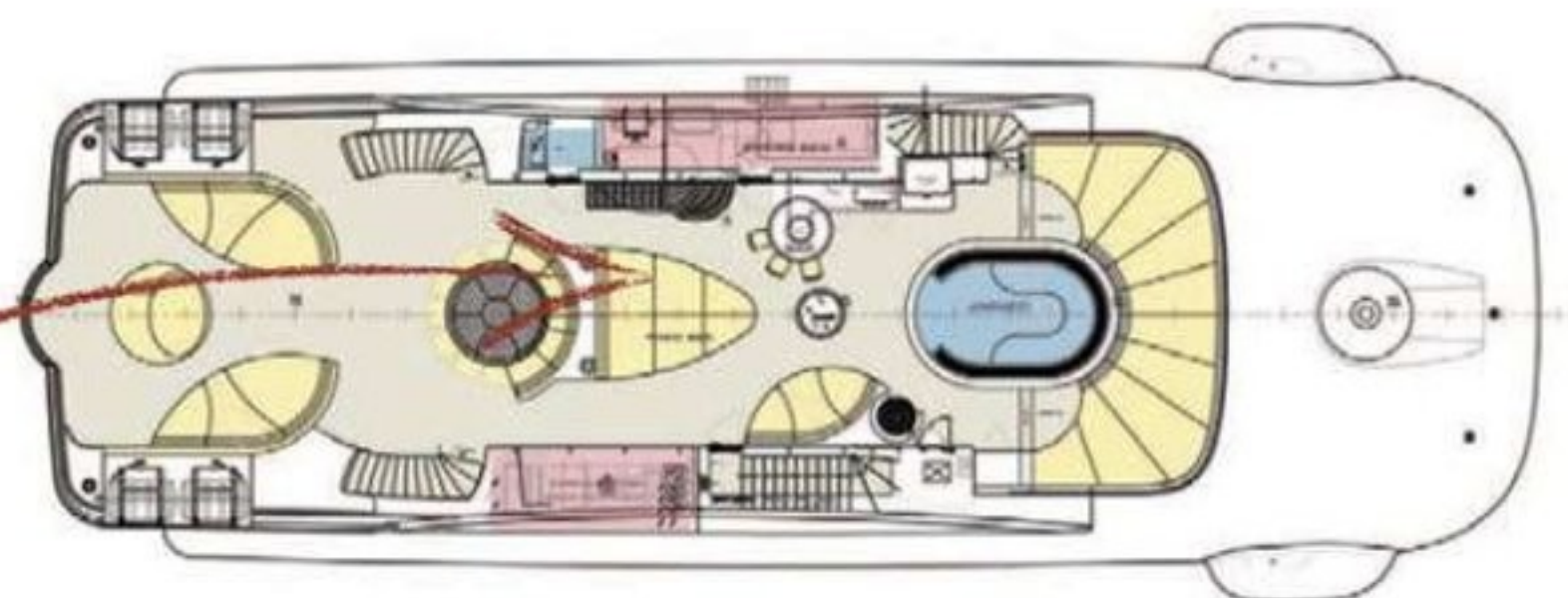
The largest yacht to emerge from the Proteksan yard so far is certainly an impressive vessel and is a very beautiful one with an excellent layout and impressively high standards – a fitting successor to the original *Talisman C*.



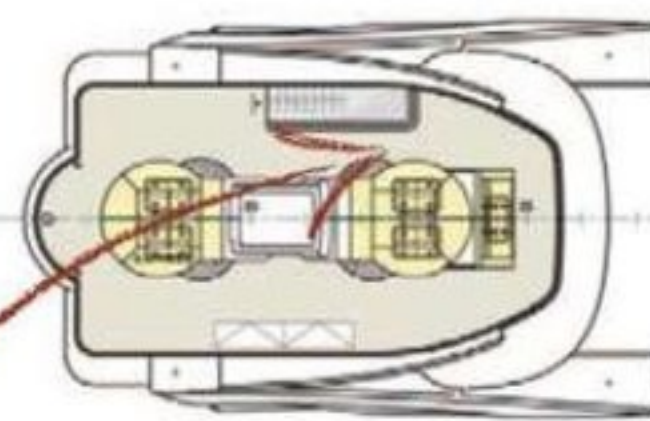
**The view looking down from the mast onto the huge 'crow's nest' (above) with its 360 degree views. Originally designed as somewhere to go for a cigarette, this area has been transformed into a prime sunbathing spot**



The sundeck features a fixed day bed overlooking the spa pool



The crow's nest offers sun worshippers unbeatable views and a high degree of privacy



The skylounge has lots of comfortable seating, plus a bar area further aft



The bridge is an area of both beauty and practicality, offering high-spec electronics



The main saloon and bar is adjacent to the dining room, which seats 12

The owners' private accommodation is comprehensive and includes its own lobby and a library



With more volume the new Talisman C can incorporate a tender garage and a beach club

At 70+ metres, all crew and technical spaces (except the main galley) fit on the yacht's lower deck

## TALISMAN C Proteksan Turquoise



**LOA** 70.54m  
**LWL** 63.62m  
**Beam** 12.05m  
**Draught** 4.03m  
**Displacement** 1,337 tonnes  
**Engines**  
2 x Caterpillar 3516B HD,  
2,447hp each

**Speed (max)** 17 knots  
**Range at 15 knots**  
4,750nm  
**Bowthruster**  
HRP 190kW  
**Generators**  
3 x Caterpillar C9 DITA,  
200kW each

**Stabilisers**  
Quantum, zero speed  
**Fuel capacity**  
203,900 litres  
**Freshwater capacity**  
36,170  
**Owner and guests** 12  
**Crew** 20

**Tenders**  
Novurania Chase 23,  
Nautique Super Air 230  
**Construction**  
Steel hull, aluminium  
alloy superstructure  
**Classification**  
Lloyd's 100A1 SSC Yacht  
Mono G6, LMC, UMS

**Naval architecture**  
Proteksan Turquoise  
**Exterior styling**  
H2 Yacht Design  
**Interior design**  
H2 Yacht Design  
**Owner's project management**  
Burgess

**Builder/year**  
Proteksan Turquoise  
Yachts/2011  
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# Seanna

FOR THE LATEST BENETTI CUSTOM 65 METRE, THE OWNERS WERE VERY





words: Marilyn Mower  
photography: Alexis Andrews (exterior);  
courtesy of Benetti (interior)

DETERMINED TO PUT THEIR UNIQUE STAMP ON THE PROJECT





Often, when evaluating a new yacht, it's best to start with the owners' last yacht. This can add insight and often shorten the list of questions. So in preparation for viewing 65 metre *Seanna*, I checked out our files on their previous yacht, 55 metre *Altitude*, ex-*Amnesia*, also a Benetti. As it turns out, that's almost where the similarities ended.

'The owners liked their last yacht and were comfortable going to Benetti for their new build,' says the build captain. 'This is a much different boat, however.'

Different isn't the half of it. Although just 10 metres longer than *Altitude*, she's almost double the volume (1,426 gross tonnes vs 909 gross tonnes) much of that courtesy of two extra metres of beam (she also has an enclosed area on her topmost deck). While *Amnesia* was designed for an Englishman by an Italian specifically for charter service (and, as *Altitude*, maintained a heavy charter schedule), the owners were originally indifferent to the idea of charter for

*Seanna* and so the interior is designed for their family tastes. Burgess did most of the initial layout and the technical team managed the project throughout, as they knew what the owners wanted; the team also brought in Redman Whiteley Dixon (RWD) of Hampshire in the UK, with décor by Susan Young Interiors of Seattle, Washington. Even after the family decided to offer *Seanna* for selective charter, the décor and fabrics remained unchanged.

'The owners began talking to us in 2008 before they signed the contract with Benetti,' says Tony Dixon of RWD, who led the interior design on this build. 'One of the first things they shared with us and the yard was that they didn't want a formal dining room; they considered it a colossal waste of space.'

After substantial charter experience and buying *Amnesia* in 2007, the owners had a clear picture of how they live aboard and the features they wanted to enhance – or avoid. They brought three members of their previous yacht's senior team forward to manage their interests for the new build.



‘One of the first things the owners shared with us and the yard was that they didn’t want a formal dining room; they considered it a colossal waste of space’



The sundeck (above) features six loungers aft. Further forward is the pool overlooking a bar and seating area (right)







The aft part of the main deck is a movie room, with a C-shaped sofa, big screen and projector (opposite). The multifunction upper deck saloon has a games area and two seating areas (top and middle). Further forward on the starboard side is the VIP suite (bottom)





'The mechanical systems and propulsion are what the builder considers standard for its yachts in this range and these elements were part of the basic contract,' says the captain. Chief stewardess Christi Blaylock and engineer Carl Krehl also became part of the new project.

'When the owners looked at the proposed layout and the plans for a 64.5 metre Benetti called *Silver Angel* that launched in 2009 (see *The Superyachts* vol 24) they said it needed a cinema and some snug spaces,' says Dixon. 'They virtually never used the dining room on their previous boat, so we began to reapportion the main and upper decks.'

Because the aft part of the main deck can lack privacy in marinas, RWD seized on this as the perfect place for the cinema, where the focus is inside. The dimensions of the room and its custom C-shaped centreline sofa were optimised for the 100-inch screen and its projector. Still, the 12 metre beam allowed a pair of additional sofas outboard, for guests who might be more interested in a nap. The sheer

curtains and the blackout curtains as well as the lights, projector, audio and screen controls are accessed via an iPad; virtually everything in the owner's and guest accommodation runs on the 13 iPads aboard, says Blaylock.

Forward, rather than the unused dining room, RWD divided the space on centreline. Now, pocket doors establish a library with gas fireplace and dark marble surround on the port side. Where the air trunks for the engines below might have been an imposition in a dining room, disguised with deep walnut cabinetry, they wrap a seating area here under a picture window. Pale gray chairs and a deep charcoal velvet sofa under a white tray ceiling and dark wood joinery establish the colour palette for much of the yacht. The effect is chic, relaxed and slightly masculine, with a CR Mackintosh-style contrast. Opposite the library is a space that serves as a wide hallway with a circular table at its centre. This is, however, the indoor dining space and the table expands into an oval with room



‘If the owners aren’t in the gym or in the water, they are up here (aft on the bridge deck) most of the day’







to seat at least 10 under a chandelier of glass and linked nickel ovals. 'In reality, it's where the owner and his son spread out papers and have conference calls,' says Dixon. 'They prefer to eat outdoors.'

The dining room chandelier is scant preparation for the grand entrance hall and foyer to come, although the same linked nickel ovals dominate the balustrade of the massive central staircase. 'Originally, the staircase was tight and dark and awful. When they decided to step up to a larger boat, it wasn't so they could have bigger cabins – although they certainly got them – it was so they could have more features,' says Dixon. A spacious circulation area and wide foyer was one of those features.

'The first thing was to convince the yard to cut chunks of aluminium out to give the stairs more light,' says Dixon. 'We created a full-size mock-up of the stairs and the balcony above to make sure it was right. We had to do the mock-up to make sure all of the nickel hoops were correct for scale; none of them are exactly the same size.'

Opposite the stairs, a graceful pair of doors with etched, frosted glass in a walnut frame slide out of pockets to cover the industrial starboard side doors. In most settings, the starboard side entrance gets little use and these doors add grace to the interior and admit plenty of light. Charcoal, taupe and white marble establishes a linear pattern on the sole and white marble continues up the stairs as treads.

To soften the gloss wood, nickel and marble, RWD upholstered the walls of the stair column, and indeed much of the boat, with horizontal bands of Edelman leather tucked into multi-level frames. The design of the frames, which is also the basis for wall panels and cabinet fronts, is worthy of note. While they establish the geometry of the rooms and spaces, they are not raised and fielded panels. The design features a framed border, then a narrow reveal to a darker surface below around a centre panel. The borders are all straight grain timbers while the centre panels are various decorative grains, leather, or in the case

**Experience pointed the owners in the direction of informality, recreation and external spaces in *Seanna's* design**





of the massage suite, glass mosaic tile. There are repeated elements of glass prism dentils in soffits and cabinet fluting; it's a traditional look with a contemporary spin. Everywhere, the deep windowsills are wrapped in smooth leather, pearlised to soften the look.

Apart from the dining room, the biggest departure is the owners' area, which again is feature packed. On *Silver Angel*, the area forward of the foyer was a gym. Dixon noted that while *Seanna's* gym moved around a bit during design, before ending up forward of the lazarette with a shell door opening to the sea, it was never going to be between the master and the stairway.

'The forward part of the main deck is a large area, perhaps overly so and we knew we could get a lot of uses out of it,' says Dixon. The first task was to redirect traffic flow by creating two 90-degree turns to put the hall to the master suite back on centreline and thereby end a line of sight from the 'front door' into the owner's quarters. The concept was

to create a private sitting room or office on port, with the space on starboard occupied by a massage room accessible from the foyer. Then, laughs Dixon, they all realised just how large that massage space was going to be. Now it's a mini spa with two separate massage rooms connected by a pocket door for couples massages. 'Massages are something they enjoy every day so it made sense to give this feature good space – and a big window,' he says.

With his and hers bath/shower and dressing rooms forward, the resulting suite was an oddly shaped space of less length than beam. They ended up dividing it up into three spaces, each of which fell neatly into classical proportions. Then they curved the corners of the rooms architecturally to introduce cosiness. Given these modifications to the main deck, Dixon says, 'We kind of think that this is how Benettis might be in the future.'

With the main deck full of cosy, special purpose spaces, the bridge deck is the heart of the boat when it comes to

**The grand entrance hall and foyer (above), where the big central staircase features a motif of linked nickel ovals. The owners' suite (bottom right) has curved corners for extra cosiness. Just aft is a private study to port (top right); the matching space to starboard contains twin massage rooms**





Given these modifications to the main deck, Tony Dixon says, 'We kind of think that this is how Benettis might be in the future'





Benetti





On the upper deck, the exterior staircases have been pushed outboard (bottom) so the view aft across the dining table is unimpeded. The teak decking complements the walnut flooring inside. *Seanna's* swimming platform (right) highlights the owners' outdoor sensibility



family living. Aft of the bridge, ship's office and captain's cabin is a VIP suite, then the hallway opens onto a large multifunction saloon with a lovely backlit glass bar by Peter David Studio in Seattle, a games area and two seating areas set at 90-degree angles. An enormous span of glass opens on a covered aft deck that seems to stretch far longer than the length of *Seanna* would allow. In part, it's an illusion: the exterior staircases and built-ins are pushed outboard, so the view to the stern across the top of the huge dining table is unimpeded. Inside, the sole is satin-finished hardwood planks, echoing the teak deck beyond. Rugs and loose furniture chosen by Susan Young fill the space. Young also commissioned the artworks aboard – many by abstract landscape artist Jared Rue – to complement the fabrics and atmosphere. It's also the spot where the owners' collection of Chihuly glass is displayed.

'If they aren't in the gym or in the water, they are up here most of the day,' says the captain. An oversized service

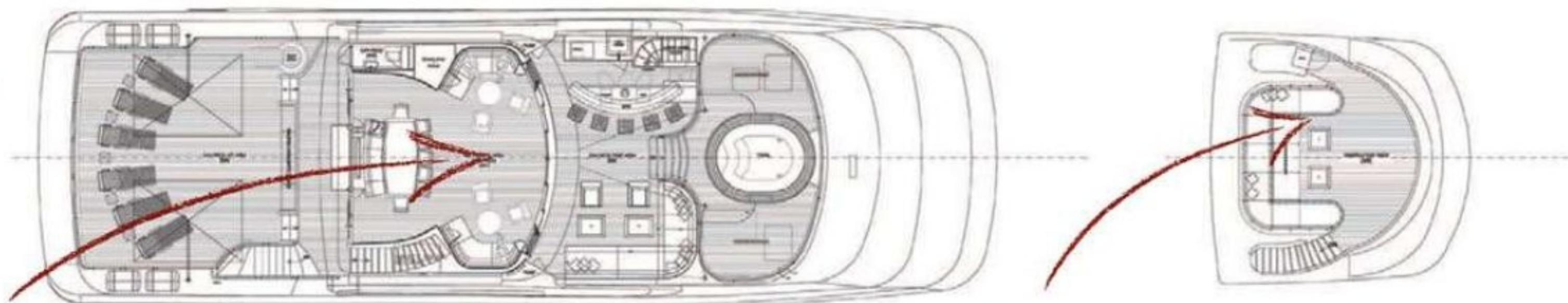
pantry on port with a dumbwaiter and direct access from the galley below makes this the site of most meals. The service pantry also opens into the ship's office and then the wheelhouse, which helps keep the watch fed during passages. The crew traffic patterns throughout the boat eliminate bottlenecks and lots of storage spaces keep things crew need for service or maintenance close at hand.

*Seanna* has one more surprise in store for her guests and that's the sundeck *and* a raised observation deck. 'On *Silver Angel*, Benetti discovered it could turn that space under the radar mast into a small room,' says Dixon. 'We totally exploited it. Instead of leaving the walls in white paint, we put up teak strips to give it a cabana feeling. It's like a secret room.' Aft, the deck is the domain of sun worshipers; forward it belongs to those in the hot tub or on the observation deck, but this glass enclosed eyrie is the ultimate spot to curl up with a book or, perhaps, an iPad...

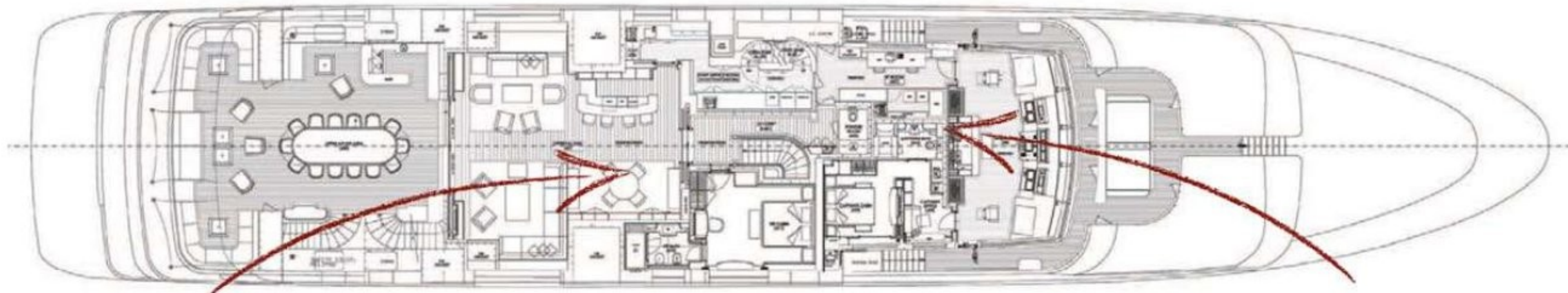




The verandah on the sundeck is amidships, adjacent to the bar and overlooked by the pool

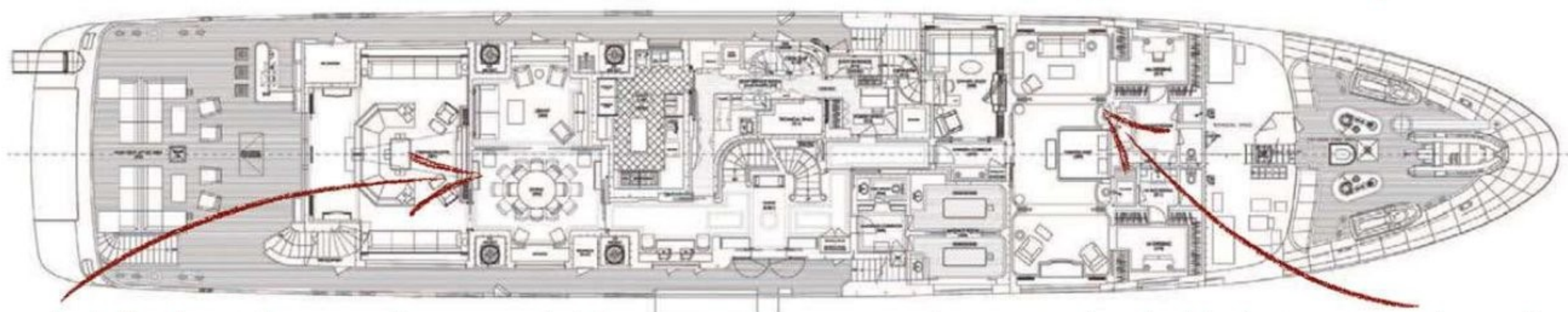


The slightly unusual design incorporates both the sundeck and this raised observation deck forward



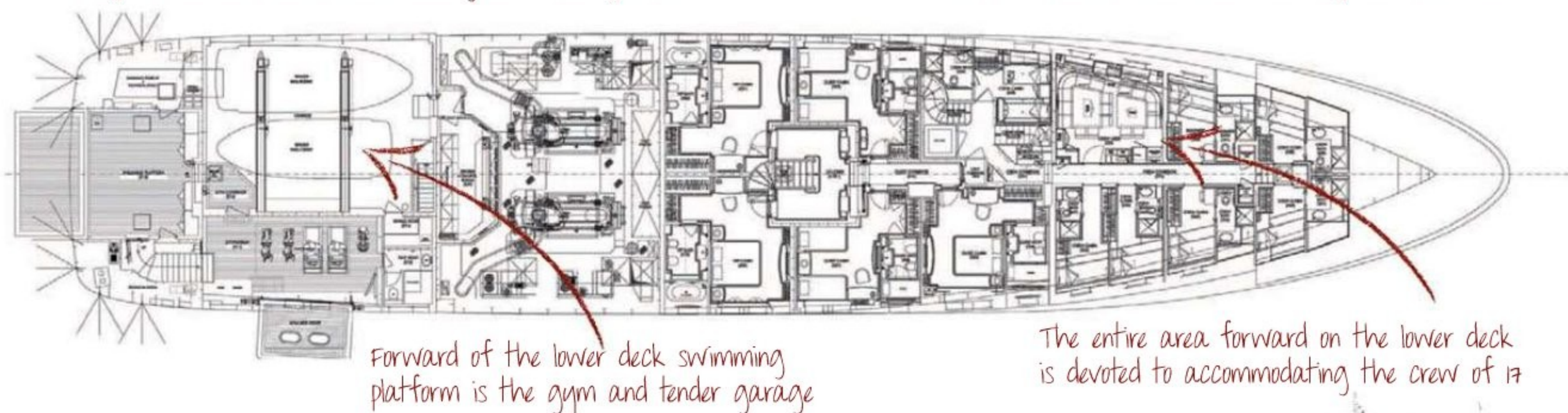
The multifunctional upper deck saloon offers a games area and two spaces for seating

The upper deck forward features a VIP suite and extremely well appointed captain's quarters



Instead of a formal dining room, this space is divided along the centreline to create a library and meeting area

The owners' suite is divided into classical proportions, with his and hers bathrooms and dressing rooms forward



Forward of the lower deck swimming platform is the gym and tender garage

The entire area forward on the lower deck is devoted to accommodating the crew of 17

### SEANNA Benetti



**LOA** 64.5m  
**LWL** 56.7  
**Beam** 12.1m  
**Draught** 3.2m  
**Displacement** 1,290T  
**Engines**  
Caterpillar 3516B 1,680kW

**Speed (max/cruise)**  
16/15 knots  
**Range at 12 knots**  
5,000nm  
**Bowthruster**  
Vosper Naiad 200kW  
**Generators**  
1 x CAT C18 350kW;  
2 x CAT C9 200kW

**Fuel capacity**  
185,000 litres  
**Owner and guests** 14  
**Crew** 17  
**Tenders**  
1 x Novurania 7.5m;  
1 x Stancraft 8.5m;  
1 x Narwhal rescue 4.5m

**Construction**  
Steel hull and aluminium superstructure  
**Classification**  
Lloyd's # 100 A1 Yacht  
Mono Special Service  
Craft G6 # LMC  
**Exterior styling**  
Stefano Natucci, Benetti

**Interior design**  
Redman Whiteley Dixon;  
Susan Young Interiors  
**Owner's project management**  
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**Charter broker**  
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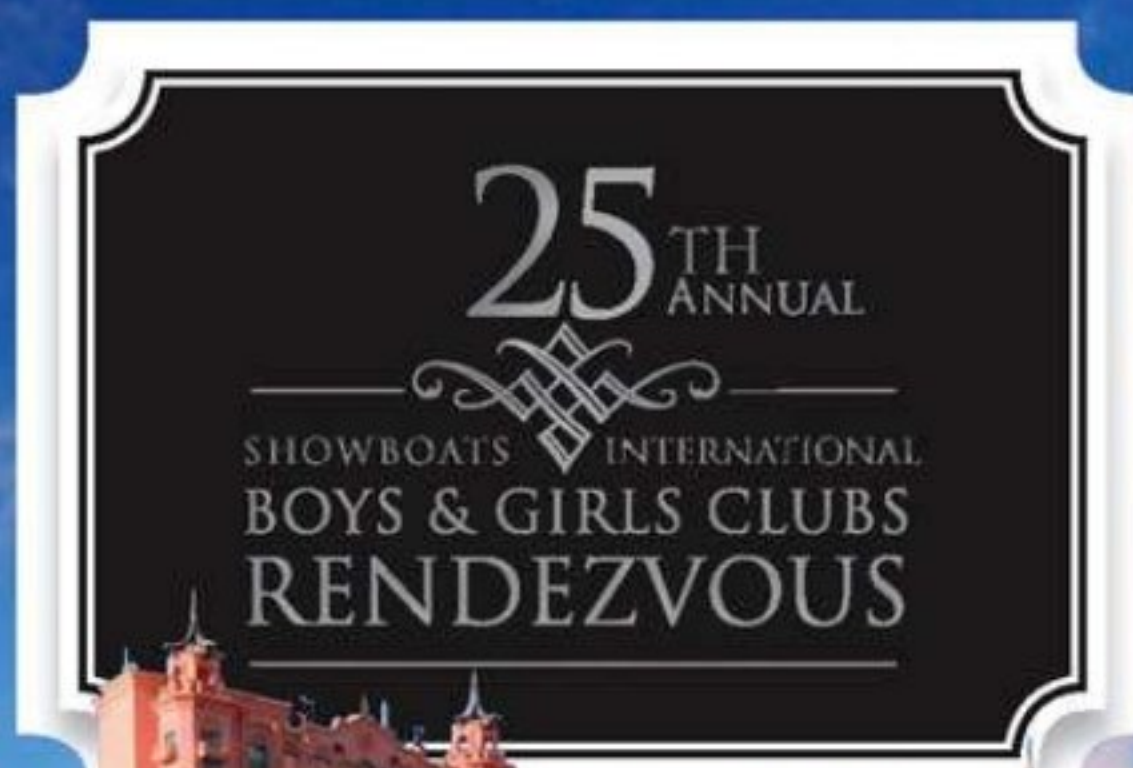
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words: Caroline White  
photography: Marc Paris

# Karia

THE LATEST YACHT FROM RMK MARINE IS A SPACIOUS, FAMILY FRIENDLY EXPLORER BY RON HOLLAND DESIGN, WHICH REAFFIRMS THE TURKISH YARD'S REPUTATION FOR QUALITY AND ATTENTION TO DETAIL





The phrase 'fine balance' comes up three times as designer Rob Doyle explains his work on the 45 metre RMK Marine motor yacht *Karia*. Balances define this boat: a rugged explorer that is also comfortable and safe for a young family; the prioritisation of both sub-500 gross tonnage and a spacious living environment. Even *Karia's* handsome lines rest between two styles.

'It's a fine balance to get that superstructure so it's still an explorer but has the superyacht look to it as well,' says Doyle, principal designer at Ron Holland Design.

'This satisfies the facets of an explorer, so you can go to extreme climates and far cruising areas, but you can do it in a comfortable, good looking boat.'

This balance, like the others, stems from a demanding brief specifying exactly what was wanted. When parts of the brief came into conflict, compromise was eschewed and the designers were challenged to provide the best of both worlds.

'From the start there was a very specific plan,' says Doyle. 'There was a requirement to explore with family and children on board; use the sea and the toys; and equally a requirement to entertain and dine with large numbers of guests. It had to be safe and comfortable, but also take the worst weather any ocean could throw them.'

The quest for all-seas suitability began with the hull. The design team identified an ideal cruising speed – 12.5 knots – then created a tough design that could achieve it.

'The bulbous bow gives an eight to 10 per cent efficiency gain,' says Doyle. 'Then we focused in on the bow thruster apertures to make sure they're all in line. And with the zero speed stabilisers, we made sure they're in the right position, because they're going to be working like hell when you're in a bad sea.'

Comfort was a central consideration. The team worked out how the boat would sit in the water at speed, how to make her pitch correctly in big waves, and even how the



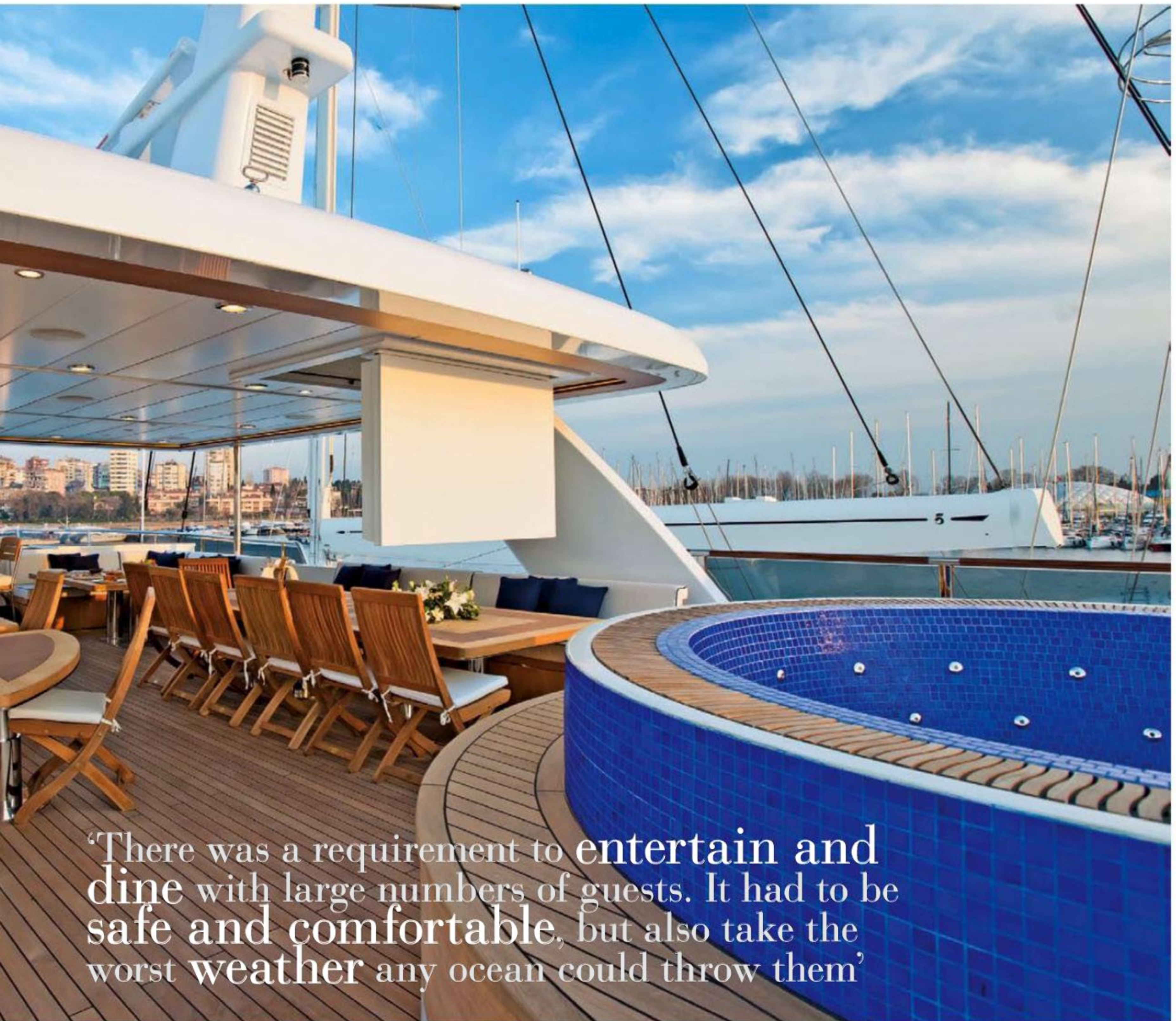
bow shape disperses water, 'to make less spray come back aft'.

The signature Ron Holland stem-stowed anchors make for a neat bow, sitting one on top of the other in a recess, rotating out when deployed. But they also have practical benefits.

'It allows the crew to deploy the bottom anchor just as efficiently as the top anchor,' says Doyle. 'You don't get chafing on the bulbous bow, whereas traditional side anchors would saw the hell out of it.'

Inside the hull, *Karia's* two Cat C32 ACERT 1,300bhp engines are well matched to the yacht's size and with a 60,000 litre fuel capacity, they offer a respectable (if not, for an explorer, remarkable) 4,500 nautical mile range at eight knots.





‘There was a requirement to **entertain and dine** with large numbers of guests. It had to be **safe and comfortable**, but also take the **worst weather** any ocean could throw them’



The 74.5 square metre skydeck (above and opposite) is a great social space, with seating for 24 diners. In contrast, interior routes to the skydeck mean the owners aft deck (left) is completely private



The absence of side walkways on the owner's deck means the full-beam cabin (opposite top) is not on show, while his and hers en suites (right and below) offer a good sized bath and a shower with a view. An aft lounge (bottom) has a desk, television and large back projected indoor/outdoor screen



'Design Unlimited and RMK Marine worked together to optimise the use of space. You can have space that's wasted or you can use it really well'







The unmanned engine room has safety rails, easy access to equipment and a quiet control room. From here the yacht's two main generators and the forward night generator are controlled.

Through the lazarette workshop, up on the transom platform, lies the other side of the equation – family life. A central section of the platform automatically folds out into a set of steps with another platform that can be set at various levels, allowing use as a tender lift, a great water entry for divers and an oceanic paddling pool.

'There's a great flow from being on board to off, it doesn't feel alien. It's a great way to get your family in and out of the water,' says Doyle.

Up twin side steps there's an aft deck dining area that can be configured in table, seating and sunpad arrangements.

In through the aft doors is a Macassar ebony and satin stainless steel dining table, which could be dressed up for a formal meal, but also serve as a family breakfast area, or an informal office for checking emails while friends and family relax in the adjacent saloon.

It is in the saloon that the yacht's interior scheme becomes apparent. Design Unlimited, working closely with RMK Marine's inhouse interiors' team, which skilfully created the interior, was asked to make a welcoming and comfortable environment. It responded with a contemporary Asian influenced design.

Dark wengé display cases at the forward end of the room are backed with gold leaf, while cream slubbed

silk panelling is framed by more dark wengé (this combination covers walls throughout the boat). Comfortable cream seating is highlighted with blue cushions and thick, cream-coloured silk and wool carpet covers the floor. Thanks to large windows (many of which open throughout the yacht) and a white grooved ceiling, the effect is sumptuous but not overpowering.

Forward and starboard of the saloon lies another multifunctional family space. The L-shaped playroom can be converted into a VIP cabin by pulling down a concealed double bed. With the addition of a desk this could also make a quiet office with an inspiring view from long windows.

But the best views on board are from the skydeck, which displays another design imperative: maximum space. With a gross area of 74.5 square metres, it is large for a 45 metre yacht and has a barbecue, an azure spa pool, a glass surround to keep children safe and shelter the space, a lounging area, a bar with dumbwaiter for serving and seating for 24 diners – all covered with a hard canopy.

Interior spaces feel similarly spacious, with generous headroom. But staying under 500 gross tonnes to avoid the status of 'ship' was also a central aim of the yacht's design. So how did they balance the two requirements?

'Ron's team, Design Unlimited and RMK Marine worked together to optimise the use of the space,' says Mike Burnham, business development director of RMK Marine. 'You can have space that's wasted or you can use it really well – that's what has been done here.'





Holland and his team have ample experience of maximising space in sailing boats, where every wasted inch is a fraction off the boat's speed.

'You're always focusing on the headlinings and insulation spaces and that does push the yard,' says Doyle.

'You don't need 400 millimetres for a headliner when 300 is sufficient. You incorporate systems into the hard structure – rather than sticking something underneath, you pass it through. It's more hard work but clients love that you're fighting for every square centimetre.'

Nowhere are the results of these efforts more obvious than on the owner's deck. The full-beam main cabin is large, light and calming, with Japanese and Eastern influences in the décor and a muted colour scheme.

Privacy was a prime concern, so side walkways have been eliminated and an owner's sitting room with an aft face that opens completely is equally private. Guests have no need to pass up through the owner's aft deck to the skydeck above, as there are interior guest and crew access routes forward as well. Behind a shoji screen at the bed head are marble his and hers en suites, one with a bath, one with a rain shower and a panoramic view.

Guests on the lower deck also benefit from spacious cabins: two double and two twin, all with Tempur mattresses, en suites and large windows for the level.

But perhaps most striking is the space given over to the crew – 35 per cent of the boat: on the lower deck a large dining area and kitchenette plus light, spacious cabins with Tempur mattresses and iPod docks. On the

The saloon on the main deck (above) is a sumptuous space with soft, thick carpets and a calming atmosphere. The adjacent dining area with a Macassar ebony table (right) is multifunctional, equally suited to formal dinners and casual family meals



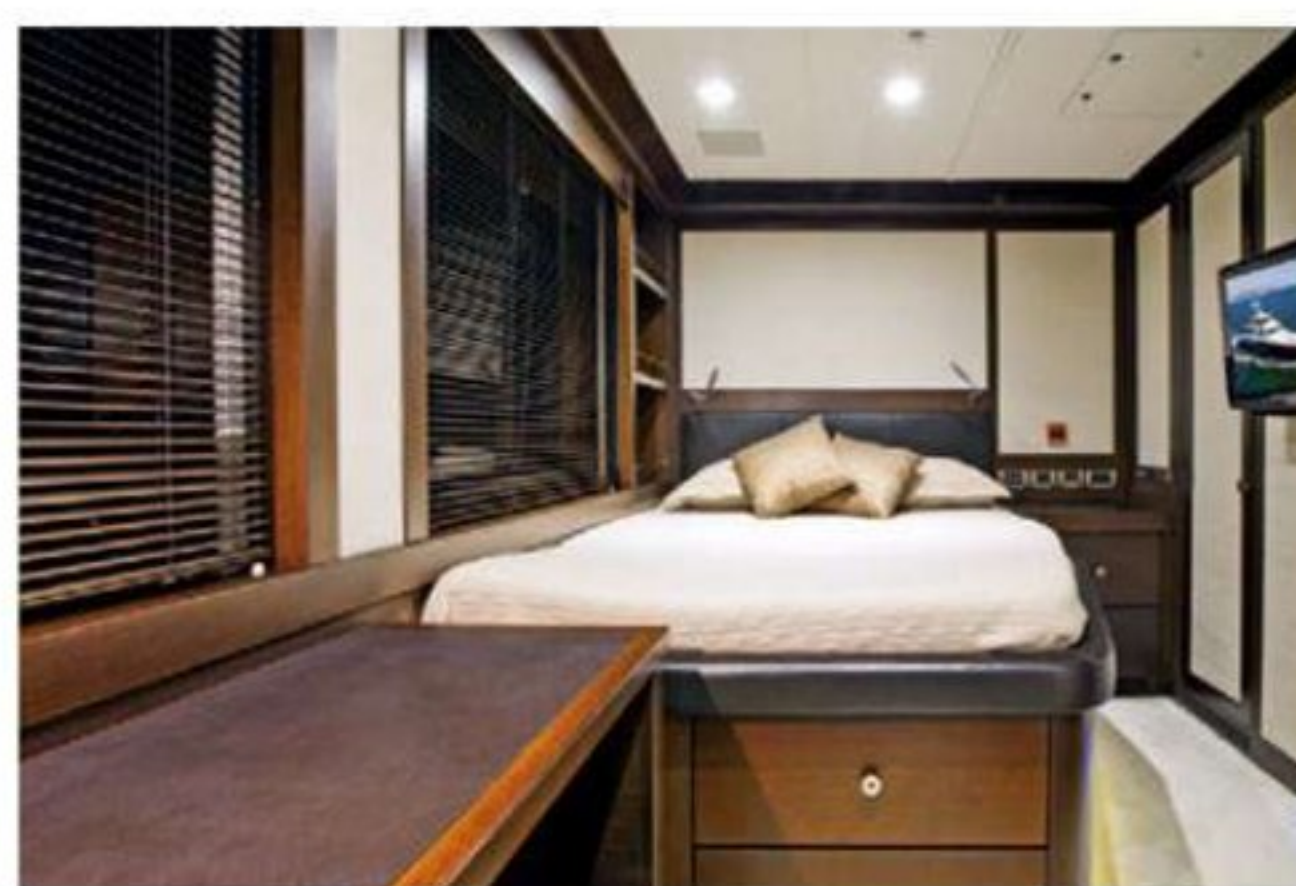




The main deck playroom (below) can be converted into a VIP cabin (left) by pulling an otherwise invisible double bed down from the wall. Crew areas (bottom) are top quality: the captain's cabin has a marble en suite and Tempur mattress, while the galley features high-end domestic equipment



'You incorporate systems. Rather than sticking something underneath, you pass it through. Clients love that you're fighting for every square centimetre'







Guest accommodation (below and left) is generously proportioned, with marble en suites and unusually large windows for lower deck cabins



main deck, easily accessed from the bridge, the captain's cabin has a marble en suite. This generosity is a result partly of saved space and partly of pragmatism.

'Good crew are hard to get and you want them to stick around,' says Doyle. 'And you've got to give them enough room to operate the boat.'

Working areas are generally well designed. The galley, forward of the saloon, has three access points, a dumbwaiter to the skydeck and the high spec equipment of a top quality home kitchen.

The bridge, forward on the owner's deck, features a FLIR infrared night-vision camera, a radio room – definitely not standard for a boat of this size – and wing stations.

The foredeck below the bridge is a working space, with doors concealing two tenders. 'It can take a lot more weight, so you could have Jet Skis, ski boats and things up

there,' says Doyle. 'This is a high spec boat for its length.'

The quality of basics on this boat is high. From neat wiring and welding, to top-of-the-range hinges that are invisible when doors are closed, RMK Marine has shown its intention to build a reputation for quality.

'We set out for people to look at an RMK Marine boat and not particularly comment on its size,' says Burnham. 'We want them to say, "That is beautifully made and that's attention to detail."'

Some industry experts certainly seem to feel this way, because *Karia* has been selected as a finalist in both the ShowBoats Design Awards and the World Superyacht Awards. It's proof that through an uncompromising attitude towards lifestyle standards, RMK Marine and Ron Holland Design have achieved a very finely balanced yacht.

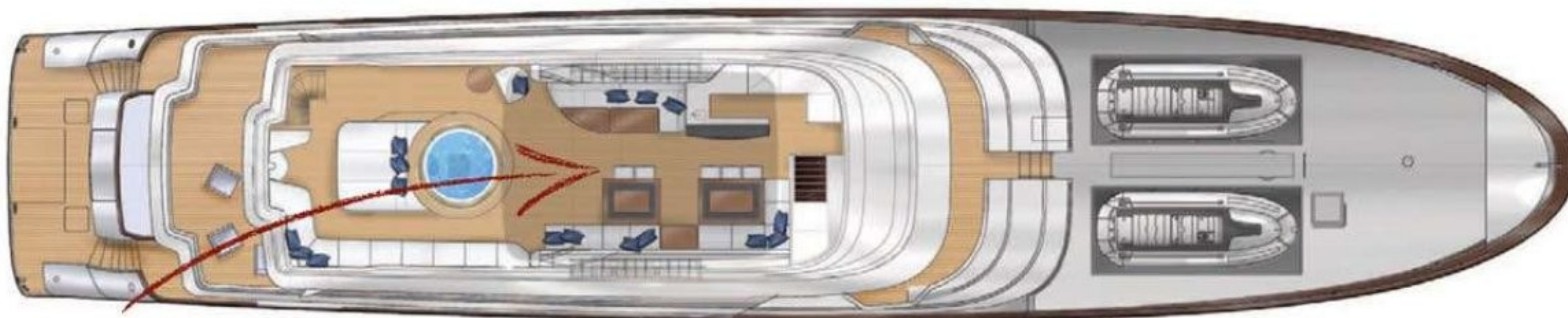




‘We set out for people  
to look at an RMK  
Marine boat and say,  
“That is beautifully  
made and that’s  
attention to detail”’







The huge skydeck is packed with features, including a bar with a dumbwaiter to serve 24 diners alfresco

A short stairway leads from the captain's cabin to the bridge, which features a radio room and wing stations



The owner's deck has been carefully arranged for privacy, with crew rerouted so side walkways could be eliminated



The aft deck dining area can be configured in table, seating or sunpad arrangements

The playroom can be converted into a VIP cabin by pulling a concealed bed down from the wall



Guest accommodation is spacious, light and features a fridge in the central corridor for late night self-service drinks

crew accommodation accounts for 35 per cent of the yacht's space, and cabins feature Tempur mattresses

## KARIA RMK Marine



**LOA** 45m  
**LWL** 39.95m  
**Displacement**  
447 tonnes  
**Beam** 9.2m  
**Draught**  
2.75m  
**Gross tonnage** 497GT

**Engines**  
2 x Cat C32 ACERT 970kW  
at 2,100rpm  
**Speed (max/cruise)**  
14/12.5 knots  
**Range at eight knots**  
>4,500nm  
**Bow thrusters** 2 x 82kW  
**Stabilisers**  
2 x Naiad Zero Speed

**Generators**  
2 x Kohler 125kW;  
1 x Kohler 40kW  
**Fuel capacity**  
60,000 litres  
**Freshwater capacity**  
15,600 litres  
**Tenders**  
Castoldi 5.5m; Valiant  
RB450 4.5m  
**Owner and guests** 12

**Crew** 11-13  
**Construction**  
Steel/aluminium  
**Classification**  
Lloyd's 100A1, SSC,  
Yacht Mono G6 + LMC +  
UMS MCA/LY2  
**Naval architect**  
Ron Holland Design  
**Exterior design**  
Ron Holland Design

**Interior design**  
Design Unlimited  
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Exploring Fiji in a toy-filled  
superyacht – the ultimate  
charter experience?



# OCEAN TRAVELLER



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Editor's choice  
of charter boat



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MARKET ANALYSIS

Refit shows the way

The trends and factors helping some refit yards to expand - and changes that promise to further improve this vital and exciting sector.

INSIGHT

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Market analysis  
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Brokerage  
news round-up



# The South Pacific

SuRi embarks on a luxury adventure in Fiji



Above: children from an island village school show enthusiasm for the camera. Left: burning up the bay in the Hovertrek hovercraft, one of SuRi's many toys. Below: arriving on board in style, in SuRi's AStar helicopter



words and  
photography:  
Jim Raycroft



A PURPOSE-BUILT, LUXURY ADVENTURE YACHT, *SURI* ALLOWS THOSE LUCKY ENOUGH TO CHARTER HER TO GO OFF THE BEATEN TRACK WITH COMFORT AND A HUGE ARRAY OF TOYS

The unmistakable thumping of helicopter rotors grows louder as the 4x4 moves our team and gear out of the jungle toward the waiting landing craft on the beach. A hovercraft moves across the beach into the water as the helicopter, charging in from seaward metres above the waves, approaches our position and pulls up into a steep climbing turn. An amphibious aircraft circles

overhead, canopy slid back, the pilot keeping watch on the entire operation as an armada of high-speed watercraft crash through the waves, led by a muscular utility boat running parallel to the shoreline.

If you're thinking this is a scene from Oliver Stone's latest film, think again. It's just another day on charter in Fiji aboard the newly refitted adventure yacht, *SuRi*. She is home to a





fleet of watercraft, aircraft and dive toys that would turn James Bond green with envy. Directly below the AStar helicopter on the flight deck, the hangar deck affectionately known as 'the man cave' contains just about every conceivable water toy. The tally includes a SeaRey amphibious sport plane, an 11 metre Intrepid, PWCs, mini landing craft, a 4x4, a wooden speed boat, three rowing shells, two Hobie Cats, water-skis...

A typical day finds us enjoying the full *SuRi* adventure experience: fishing on a reef at daybreak, scuba diving a wall in crystal clear water and hiking an island trail to a summit where a spectacular view rewards the effort. But don't think for a minute that this is some kind of tough 'survival' experience. Other amenities awaiting guests aboard *SuRi* include a professional masseuse, steam room and fabulous gourmet meals – expertly

prepared by world-class chef Shaun – accompanied by fine wines from the onboard stock of more than 500 bottles.

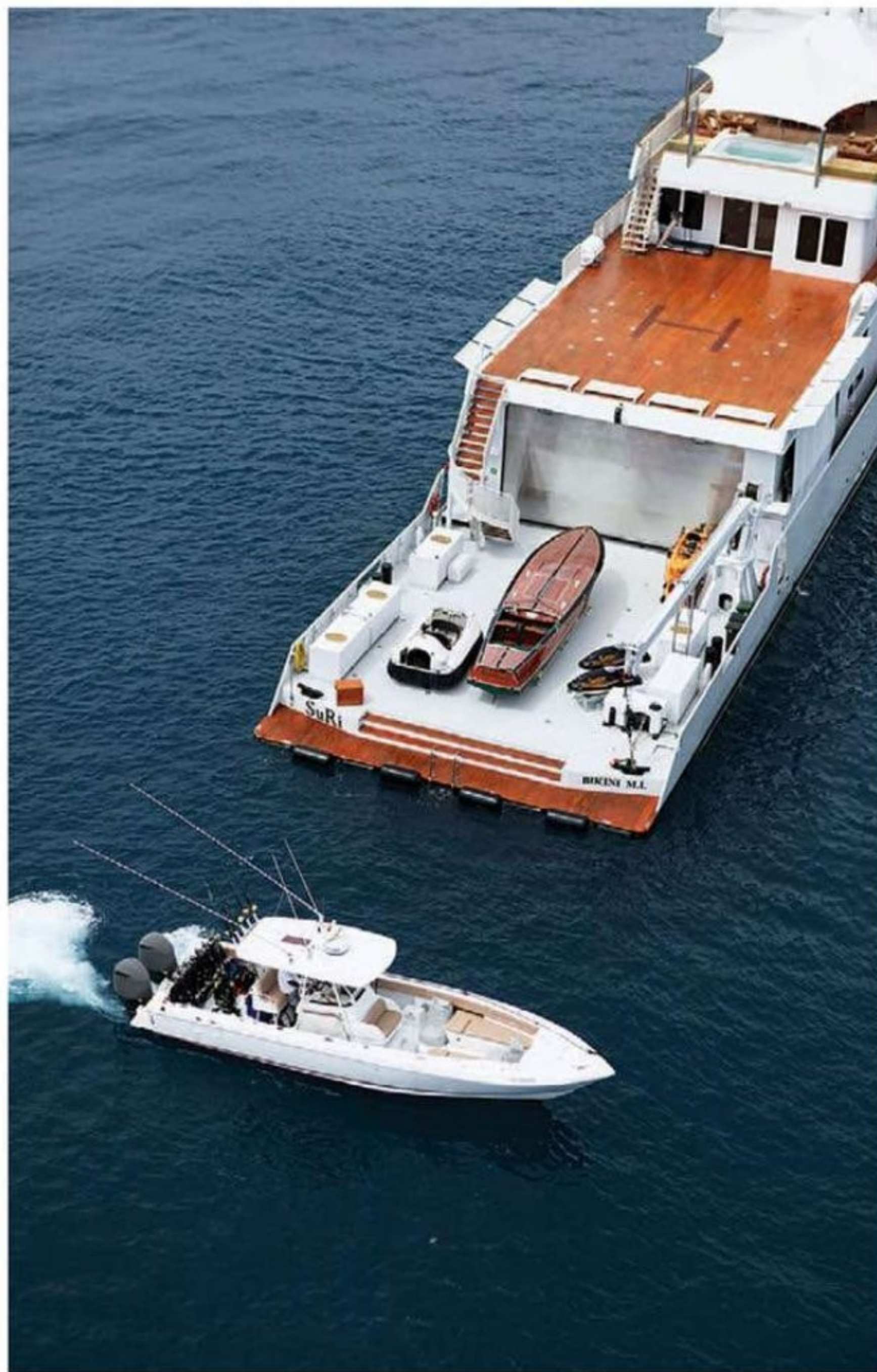
### More toys required

Introduced to boating in their adult years, *SuRi*'s owners quickly realised yacht charter was a great way to create a holiday capable of capturing the interest and enthusiasm of their two teenage daughters. After several years enjoying charter experiences from the Bahamas to the Baltic, they were ready to jump into ownership. Their 50 metre Hakvoort, *JeMaSa*, was launched in 2006 and served their circumnavigation effort for three years. Enjoying ever longer periods of time aboard the yacht, the owner, a self-professed type-A personality, realised that a touch-and-go helipad didn't





The SeaRey amphibious light aircraft takes a flight over Fiji. It has been modified with folding wings that allow it to be housed in SuRi's hangar. Right: a sample of the many other toys on board



really suit his aeronautical needs, so he decided to add a shadow vessel to properly carry the growing number of grown-up distractions.

*SuRi* grabbed her 15 minutes of fame years ago, in the television programme *Deadliest Catch*. She was a crabber then, named *Fierce Contender*, working near the Aleutians in the Bering Sea. Measuring 52.5 metres with a 2.7 metre draught, she proved a good candidate for conversion to become *JeMaSa's* floating toy box. In 2008, *SuRi* had a major refit in Washington State, under the watchful eye of shadow yacht veteran Stan Antrim.

Rethinking the concept of two vessels, the owner realised he could have his cake and eat it, too, in the form of one ruggedly luxurious vessel designed to accommodate all the toys, yet not skimp on the creature comforts. So, it was back to the drawing board and shipyard for a second refit: the addition of two mezzanine guest suites with oversized windows providing magnificent views of paradise from the comfort of king-sized beds. Also added was a fully outfitted gym with adjoining bath and steam room, plus a massage room that doubles as a sixth guest cabin. The icing

on the cake is the towering, forward-facing lounge offering guests a scenic perch. The design and complex engineering was created with the experienced vision of Boris Kirilloff, from Kirilloff & Associates, while the look and feel of the interior was handled by interior designer Jeffrey Botwin of Herringbone Design. That luxury upgrade created the ultimate stand-alone adventure yacht capable of delivering comfort, fine cuisine, and myriad activities, with a casual elegance.

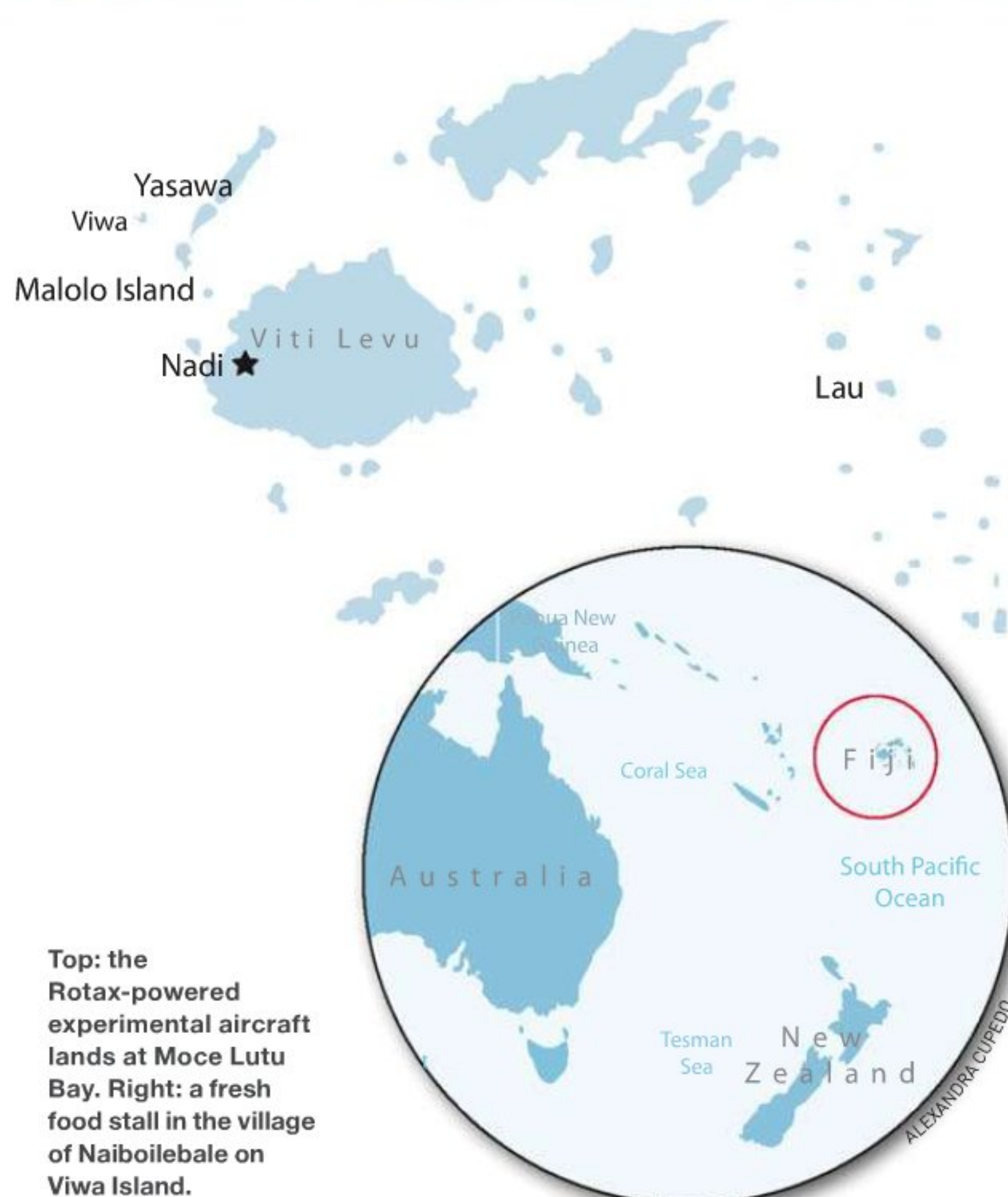
### Time for fun

*SuRi's* crew wastes no time introducing charter guests to adventure. Within minutes of clearing customs in Nadi, Fiji, we're soaring 60 metres above the sea in *SuRi's* AStar helicopter. From lift-off to enjoying the first of the magnificent breakfasts, the total time is 18 minutes. Immediately after breakfast, the AStar is spooling up again, to fly the non-divers in our party to a nearby island for a resort course in dive instruction.

By the time I am settled in my cabin, we are under way to Malolo Island



The owner realised he could have his cake and eat it, with one ruggedly luxurious vessel designed to accommodate all the toys, yet not skimp on the creature comforts



Top: the Rotax-powered experimental aircraft lands at Moce Lutu Bay. Right: a fresh food stall in the village of Naiboilebale on Viwa Island.







Never one to back away from a challenge, I climb into a double cockpit, wooden retro rocket of a speedboat, capable of making minimum radius turns at maximum speed



10 nautical miles west of the large island of Viti Levu. By noon we are anchored inside the reef. Never one to back away from a challenge, I climb into a double cockpit, wooden retro rocket of a speedboat, capable of making minimum radius turns at maximum speed. Riding in a speedboat is one thing, pushing it to the limit is quite another, and huge fun.

The crew load gear aboard the 10.6 metre *Contender* for our first dive as the helicopter arrives with our newly instructed divers. The reef dive is led by a nearly one-to-one ratio of crew to guests.

As the day eases into a peaceful evening, my beverage and I find our way up and out to the observation lounge, where I enjoy the company and take in a fabulous sunset from this comfortable open-air area, perched high above the bow. As the sunset fades in the western sky, taking the view with it, dinner is served on the sundeck. Positioned directly behind the upper lounge and sheltered from the wind, this alfresco dining area shares the upper deck with comfortable furniture and the spa pool. The chef delivers a perfectly prepared smoked wahoo with avocado, ginger, lime, and black bean salsa. Grilled New Zealand lamb filet follows with Santorini salad and Persian feta, finishing with strawberries and a Valrhona chocolate parfait. In the cigar lounge, a large flat-screen TV shows a favourite film in the soft

island air. *SuRi's* film library contains more than 2,000 titles, available in every guest cabin on demand.

### Island visit

On the third day aboard, we steam up the narrow channel created by the islands of Naukacuvu and Nanuya Balavu, to anchor off the pristine beach in Moce Lutu Bay. Protected by a barrier reef, this bay offers a perfect anchorage with calm water. I've got my eye on some stick time in the SeaRey amphibious sport aircraft.

Takeoff in the SeaRey is smooth and quick. The view of the bay and islands is spectacular. At 60 metres up, I spot a couple of turtles and a large manta ray working their way along the beach. After a low-altitude circuit around the island, we make one final low pass across *SuRi's* bow.

The plan for the afternoon involves a helicopter flight to Viwa Island, 14 nautical miles from Lutu Bay, with a visit to the school and village of Naibolebale. Our landing pad is the corner of the football field. The local team huddles at the far end as the pilot eases the big AStar in. A throng of excited village children run and hide. We may as well have dropped from outer space; apparently most of these kids have never seen a helicopter.





Above: market time on Viwa Island. Left: *SuRi*'s chef prepares yet another gourmet lunch. Below: the kava ceremony offers thanks to the Fijian people for their hospitality. Right: with more than 300 islands, Fiji is a cruising paradise



School's on vacation, but we meet Semisi Vaihola, Alopeti Vuli, Salote Buli and Ivamere Buli, all teachers at the Viwa District School. They are shy and lovely; their smiles give away their pleasure at greeting guests and introducing us to island life. The school is small and poor but neatly kept. The library is supplied with books donated from charities and visitors.

As we meander through the village, cooking smoke curls up from open fires, chickens run loose, and Semisi introduces us to everyone. Young mothers holding babies and toddlers are engaged in chores while the men of the village are near the football field for an end-of-day social gathering. As we make our way along the path, a handsome boy with a big smile and an even bigger machete approaches and informs me that his name is Boti, he is 14 years old and an ace student. I admire his machete and ask him about it; he made it himself and is very proud of the work.

Our fourth morning begins by cruising 20 nautical miles to Blue Lagoon, east of Turtle Island. Walking along the beach I see *SuRi*, the only vessel riding at anchor in Blue Lagoon. I realise what a special opportunity *SuRi* has given us. I continue walking at the edge of the water, looking for a shell or piece of coral to scoop up that will remind me of this adventure when I'm stuck in traffic back home, half a world away.

Our last night in Fiji brings on the kava ceremony. Deeply rooted in Fijian culture, kava root is collected and presented to the local chief as a gift for his permission to swim, dive, fish and enjoy his corner of the ocean. It's an act of respect for the Fijian people and their way of life. The kava root is ground to a fine powder and mixed with water in a carved wooden ceremonial kava bowl. Coconut shells are used as cups in which you mix the kava until it resembles muddy water. When the chief determines that it is ready, the group sits in a circle as the kava is passed around; when it is your turn to take the coconut cup of the brown brew you give one firm clap of the hands and call out the word 'Bula!' (meaning 'life' or 'good health') and drink it down. The group calls back, 'Bula!' as you drink and clap three times when you finish. Kava's effect is pleasant and calming, not intoxicating; the taste is something you'll have to experience for yourself.

Leaving *SuRi* is as dramatic as the arrival. With bags loaded on to the AStar, and goodbyes and thank yous to the crew shouted over the blur of rotors and whine of the jet engine, I climb up into the left seat. The pilot gives me some time flying the helicopter back to Nadi for the flight that will carry us back to reality. My beach shell reminder is tucked into my jacket pocket. Life is good. ▶



## FACT FILE **Fiji**

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To find out more about cruising in Fiji, our website, [boatinternational.com](http://boatinternational.com), has lots of information, including a charter guide, itineraries, specific destinations and activities. Click on Destinations to start



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#### TIME ZONE

GMT+12 (+13 October-March)

#### LANGUAGES

English, Fijian and Hindi.

#### CURRENCY

Fijian dollars. Australian, New Zealand or US dollars can be exchanged at banks.

#### GEOGRAPHY

The Fiji group is made up of more than 330 islands with a total land area of about 7,000 square miles. Its 854,100 people inhabit only one third of the islands and many are havens for plants and wildlife. The two main islands, Viti Levu and Vanua Levu, are volcanic and make up almost 80 per cent of the landmass. The rest of the islands vary from rain forested terrains with waterfalls to atoll formations.

#### POLITICS

Frank Bainimarama seized power in a December 2006 coup, becoming interim prime minister in January 2007. He has said that elections will be held in

2014, once the constitution has been revised to remove racial divisions. In September 2009, Fiji was suspended from the Commonwealth for its lack of progress towards democracy, but the Foreign and Commonwealth Office has issued no restrictions in travel advice.

#### CLIMATE

Fiji has a tropical marine climate with an average temperature of 25 degrees centigrade. From May to November warm, dry trade winds blow and the waters are clearest for scuba diving and water sports. From November to April the climate is hotter and more humid, with heavy, brief, localised showers in the late afternoons. Tropical cyclones can form between December and April.

#### GETTING THERE

Nadi is the main tourist airport, with flights from Australia, New Zealand, Asia and further afield. Nausori is Fiji's hub for domestic flights, with a shuttle service to Nadi Airport for international flights. Airports Fiji runs both.

#### ENTRY REQUIREMENTS

Visas are required but more than 100 countries are exempt including the UK, US and most EU states. For citizens of exempt counties a free four-month tourist visa is granted on arrival.

#### ARRIVING BY YACHT

Yachts must submit a customs form at least 48 hours before arrival and dock at an entry port. These are: Suva (the capital), Lautoka, Savusavu and Levuka. Give customs 24 hours' notice of departure – they'll want to see receipts of port and quarantine fees, and owners will need to pay a departure tax. Also inform immigration of the boat's location in advance of departure, for clearance.

#### YACHT SERVICES

Port Denarau Marina accommodates yachts of up to 80m LOA and 4.5m in draught. It offers stainless fabrication, a sail maker, chandlery, machine shop, painting and bunkering. Bunkers can also be taken on the commercial wharves of Suva and Lautoka.



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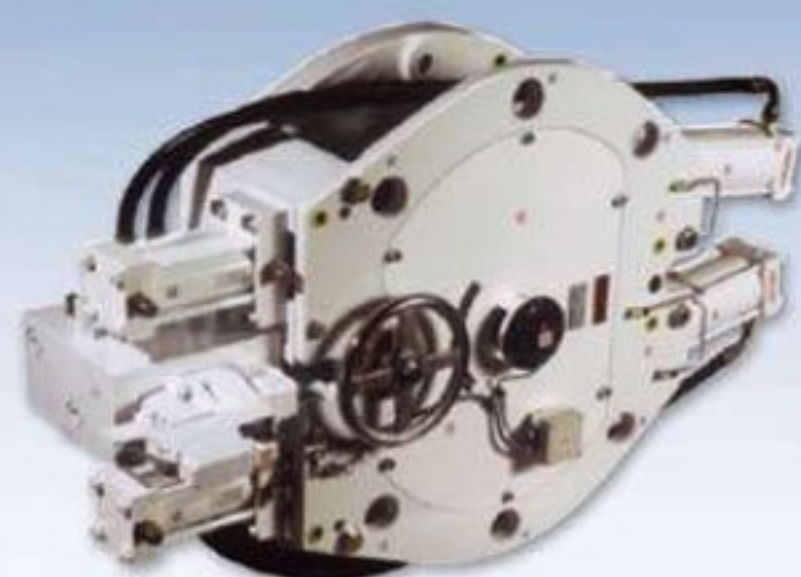
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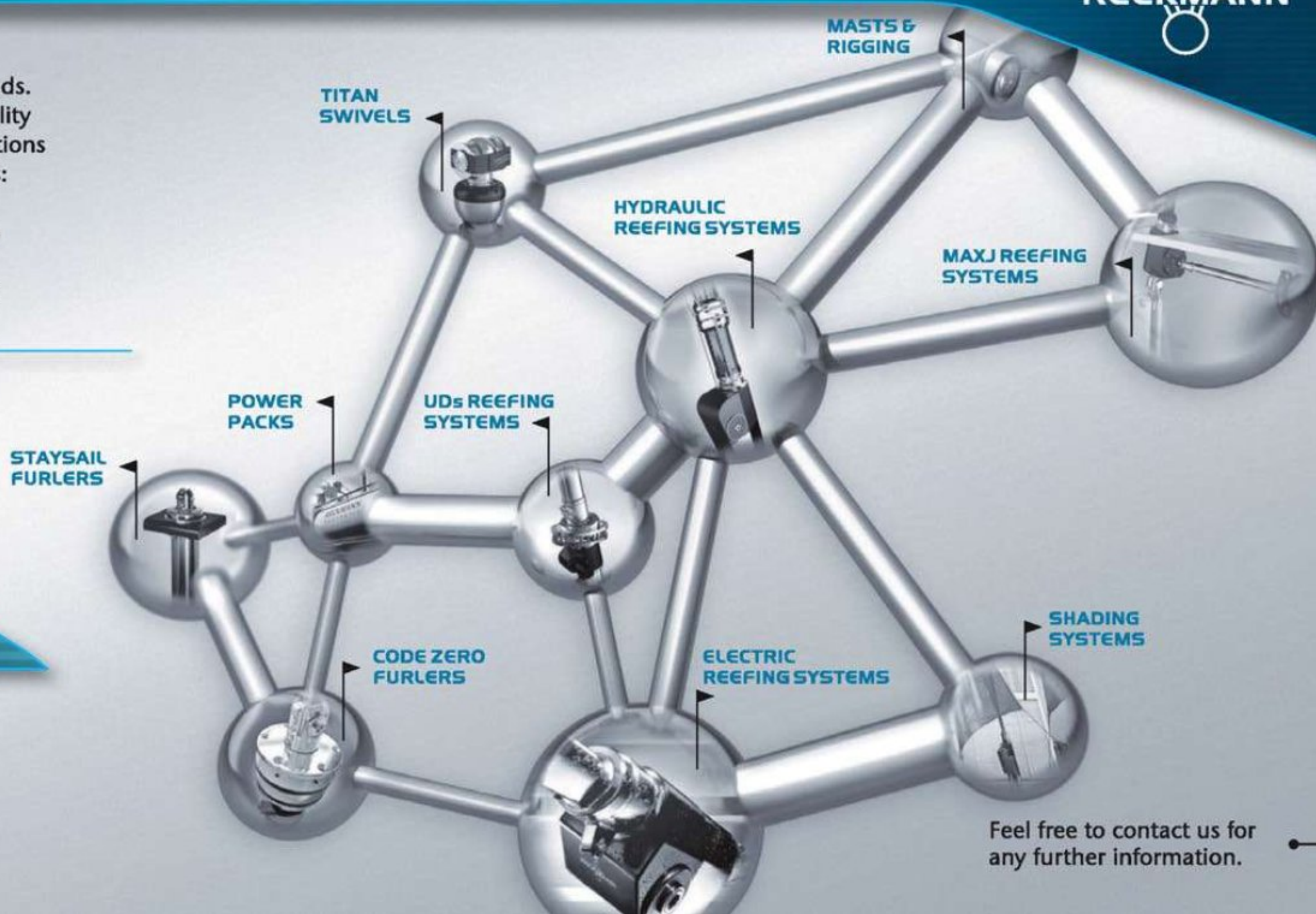
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## EDITOR'S CHOICE



## EDITOR'S CHOICE

*Excellence V*: a charter focusing on an alfresco lifestyle

Launched at the end of 2011 by Abeking & Rasmussen, the 56.5 metre *Excellence V* is the perfect yacht for accessing small harbours and anchorages. The Raymond Langton interior takes advantage of her 13 metre beam, while large windows allow ample natural light and commanding views.

The master suite has 180-degree views and encompasses the entire forward section of the upper deck. It includes a private terrace with spa pool. Another suite with king-sized bed is located aft of the master, while five

other en suite cabins are on the main deck forward.

*Excellence V* counts among her amenities a gym, cinema and beach club. The gym and beach club each offer a balcony over the sea for fresh air and easy access to the water.

The sun deck and bridge deck aft present two options for sun worshippers; the sun deck also has a spa pool, while alfresco dining is available on the bridge deck aft.

*Excellence V* will be available in the Mediterranean from June 2012.

**EXCELLENCE V**

LOA: 56.5m

**BUILDER/YEAR:**  
Abeking &  
Rasmussen/2012**GUESTS/CREW:** 12/15**LOCATION:** Med**RATES:** From €595,000  
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<b>Montigne</b> This stunning motor-sailer offers a high volume interior, vast deck spaces and an extensive list of watersports toys.		LOA: 57m BUILDER/YEAR: Aegean Yacht/2009 GUESTS/CREW: 12/10 COST: \$140,000-\$161,000 per week LOCATION: Southeast Asia    	CONTACT Ocean Independence UK James Graham-Cloete tel: +44 1273 831 010 email: james@ocyachts.com web: oceanindependence.com									
<b>Aello</b> A beautiful, classic sailing vessel, <i>Aello</i> was rebuilt in 1990 and refitted in 2011. She sleeps eight guests in four cabins.		LOA: 38.1m BUILDER/YEAR: Max Oertz/1921 REFIT: 1990/2011 GUESTS/CREW: 12/6 COST: €37,000/€33,000 per week LOCATION: Med     	CONTACT Yachtzoo Vanessa Morlot tel: +377 97 70 52 00 email: charterfleet@yacht-zoo.com web: yacht-zoo.com									
<b>Integrity</b> Cruising the Galapagos National Park year round, the 43m <i>Integrity</i> offers nine suites, all on the main deck.		LOA: 42.98m BUILDER/YEAR: Gulf Craft/2004 REFIT: 2011 GUESTS/CREW: 16/11 COST: \$95,000/\$90,000 per week LOCATION: Galapagos   	CONTACT Northrop & Johnson Amy Wachmann tel: +954 522 3344 email: amy.wachmann@northropandjohnson.com web: northropandjohnson.com									
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<b>Sanjana</b> Based in Athens, <i>Sanjana</i> has just had a refit. She sleeps 10 in two double and two twin cabins.		LOA: 32.86m BUILDER/YEAR: Leight Notika/2004 REFIT: 2011 GUESTS/CREW: 10/6 COST: €68,250/€59,000 per week, plus expenses LOCATION: Eastern Med    	CONTACT Edmiston & Company Katerina Ovsianikovia tel: +30 210 968 9987 email: ko@edmiston.com web: edmistonhellas.gr									
<b>Algorythm</b> <i>Algorythm</i> is the latest in the LSX 92 series from Lazzara and accommodates eight guests in four suites.		LOA: 28m BUILDER/YEAR: Lazzara/2011 GUESTS/CREW: 8/4 COST: \$28,500 per week, plus expenses LOCATION: Florida's Gulf Coast/the Bahamas  	CONTACT K23 Yacht Charters Kelly Gotha tel: +941 932 6143 email: kelly@tarponpointegrill.com web: K23yachtcharters.com									
<b>RL NOOR</b> <i>RL NOOR</i> is a sleek and stylish yacht, winning a ShowBoats Design Award in 2011 for best interior design.		LOA: 37m BUILDER/YEAR: Bilgin Yachts/2010 GUESTS/CREW: 8/6 COST: On enquiry LOCATION: Med	CONTACT Fraser Yachts Patricia Codere tel: +954 712 7125 email: patricia.codere@fraseryachts.com web: fraseryachts.com									
<b>Galaxy</b> The 56m Benetti <i>Galaxy</i> accommodates up to 12 in six cabins, including a master suite with an office and living room.		LOA: 56m BUILDER/YEAR: Benetti/2005 GUESTS/CREW: 12/15 COST: €255,000 per week, plus expenses LOCATION: Med           	CONTACT Y.CO tel: +377 93 50 12 12 email: charter@ycoyacht.com web: ycoyacht.com									



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**Boat of the Month**  
2002 Feadship on sale for the first time, **p168**



**New to market**  
The latest signings, **p170**



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A round-up of vessels sold this month, **p172**



**Price updates**  
The latest price movements, **p174**



**Marketplace**  
Our selection of yachts seriously for sale, **p176**

## MARKET ANALYSIS

# Refit shows the way

The trends and forces helping some refit yards to expand – and changes that promise to further improve this vital and exciting sector

Ranging from a lick of paint to a five year survey or a complete overhaul, refit is an important and varied sector of the superyacht industry. Because it encompasses work that owners are obliged to do to maintain the basic functions and safety of their yachts (as well as work to upgrade onboard lifestyle) it seems logical that it would have weathered the global financial crisis (GFC) better than new build or second-hand sales.

The three yards consulted for this analysis support that supposition, all confirming a steady or steadily increasing supply of work over the past few years. Pendennis and Amico & Co have both expanded their refit offerings recently – the former with a facility in Palma de Mallorca and the latter with a yard in Loano, Liguria – and Monaco Marine intends to expand its existing sites in the near future. Finding the space, rather than the custom, seems their prime concern.

'We've been at full capacity for refits,' says Toby Allies, sales and marketing director of UK yard Pendennis (which, unlike the other two, also offers new construction). 'It's very difficult to say whether it's increased or decreased since the GFC, but the last few years have been the busiest we've ever had.'

There may be plenty of work to go round, but the distribution of clients suggests financial stress has affected refit in some regions more than others, as Alberto Amico, president and managing director of Italian refit yard Amico & Co has found.

'Ninety-six per cent of our turnover is from clients that are not from Italy,' he says. 'The refits we have done in recent times are more from areas outside the European community. The numbers are from Australia, China, Russia, the US and much less at the moment from Saudi Arabia or Europe.'

Amico believes this is due to the mood of European owners, who are still hesitant to splash out if they don't have to. 'They want to avoid spending perhaps one or two million euros in this moment,' he says.

But surely the bread and butter work of maintenance has not been affected by this mood? While the majority of owners still commit to basic upkeep, Allies believes that since the GFC, a higher proportion are letting it slip. 'There are boats that have just been left,' he says. 'Out of a fleet of, say, 4,500 boats not all of them are in use. It may look as if refit is a reliable business activity because people have got to look after boats, but the

## INSIGHT Extensive refits completed since 2009\*





number that are being looked after has reduced.'

But Vincent Larroque, group sales director of refit yard Monaco Marine, has found that while financial difficulties may be keeping some yachts from the refit shed, they are pushing others towards it. 'We experienced that some boat owners have decided to keep and upgrade their vessels rather than to change for a new one as they used to do before the GFC,' he says.

As well as encouraging owners to spruce up their old yachts with a refit, the economic climate has led to knock-down prices on second-hand yachts. Buying one of these and refitting it might be an attractive alternative to a long and expensive new build.

'There are more enquiries in terms of purchasing boats that have been part built or been for sale for some time, with

**'There is a request both from the owners' side and from the shipyards' side for higher transparency'**

people looking at completing them or more sophisticated refit work,' says Allies. 'There's definitely a large increase in enquiries in that area. Not necessarily purchasing – but exploring it as an alternative to new build. There's lots of talk about it, but the number that have actually happened is a small fraction.'

Larroque feels that the economy's effect on the new build market must also be taken into account when considering the attractiveness of this type of operation. 'There are good opportunities on the market to buy a second-hand yacht and then to refit and adapt her to an owner's wishes,' he says. 'At the same time, some yacht builders are desperate to fill their order book and are offering new builds at very aggressive pricing. Depending on the yacht type and on the owner's wishes, the financial equation is not necessarily obvious.'

It is another benefit to buying cheap and refitting that he believes will be most attractive to clients. 'It is faster to refit an existing vessel than to build a new one. This can be a critical

point in the decision process, especially with some new owners, [who are] rather younger than the average and buying their first yacht without wanting to wait two to three years to get her.'

And improvements in the industry are likely to make refits faster. Having your yacht refitted is a more efficient business than it used to be – at least partly because owners are less willing to fritter away money on disorganisation and delays.


'There is a very slow process [towards] having the refit managed in a better way,' says Amico. 'For the moment it's probably only in the budgeting and contractual side. Contracts that are made in a better way, safety insurance is something owners are taking a bit more care with.'

Allies believes there may be reasons other than money for this improved organisation. 'There's a financial aspect to it,' he acknowledges, 'you want a plan earlier, so you can reduce risk and uncertainty. But there are a lot of boats looking for refit slots in the top facilities, so you need to secure your slot earlier.'

The expansion of yards such as these should help alleviate that glut, but what further changes would improve refit? Clients currently receive quotes from several shipyards, with different evaluations and solutions, so knowing exactly how those figures are arrived at is important – as is proper planning by the owner.

'There is a request both from the owners' side and from the shipyards' side for higher transparency, better preparation with clear and detailed specifications,' says Larroque.

Allies agrees that transparency is the key to helping owners make the right choices. 'There needs to be greater transparency in the superyacht sector in terms of pricing and clear structures on commissions and charging,' he says. 'Clients need that to be able to compare yard to yard. At the moment they are going round in circles trying to work out what the charging structure is from one facility to another.'

Renovating working practices will be difficult, but who better to undertake such a task than the world's best refitters? 

## BOAT OF THE MONTH



PETER SEYFFERTH / THEYACHTPHOTO.COM

### CONTACT

**Camper & Nicholsons International**

Rick Morales **tel:** +1 954 394 1356 **email:** rmorales@camperandnicholsons.com **web:** camperandnicholsons.com

**Merle Wood & Associates**

Merle Wood **tel:** +1 954 525 5111 **email:** mail@merlewood.com **web:** merlewood.com

## Kisses

### 2002 Feadship for sale for the first time

Merle Wood at **Merle Wood & Associates** has joined forces with Rick Morales at **Camper & Nicholsons** to list Feadship's 54 metre motor yacht *Kisses* for sale for the first time. Delivered by the De Vries yard in 2002, she was built for a knowledgeable yachtsman, with supervision by his long time captain. *Kisses* was conceived with the owner's wish for a yacht for cruising with his close friends and family. Details aboard include an elegant art deco interior. Accommodating 10 guests, *Kisses* has always been privately used and never chartered, and has been well maintained and updated since new. Currently in St Maarten, she is asking \$34.9 million.



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# NEW TO THE MARKET

## FEBRUARY IN NUMBERS

# 36

Total number of yachts

# 1,326

Total length

# 60.6

Largest new yacht on market (*Meduse*)

# 36.8

Average length

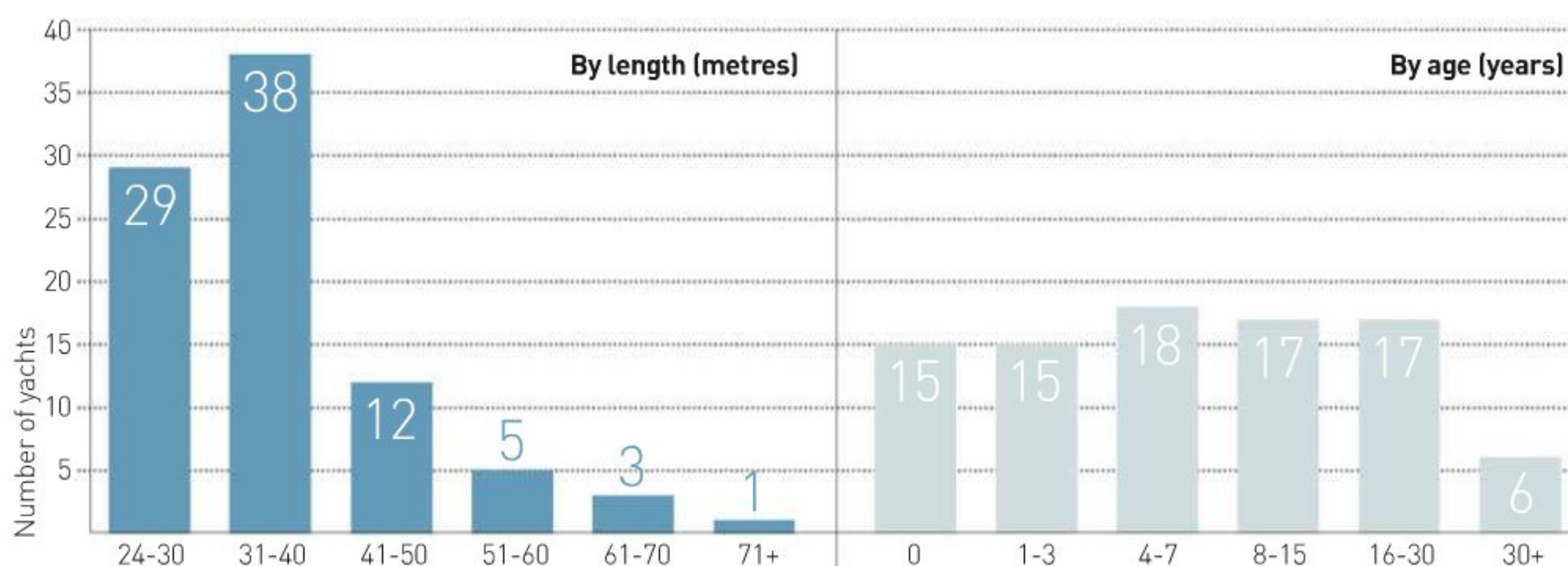
## LISTINGS EDIT

For the complete listings go to [www.boatinternational.com/stats](http://www.boatinternational.com/stats)

NAME	ASKING PRICE	YARD	TYPE	LOA (M)	BROKER
<b>60m+</b>					
<i>Meduse</i>	\$34.5m	Feadship	M	60.66	Fraser Yachts
<i>Solemates</i>	€67m	Lurssen	M	60	Luxury Yacht Group
<b>51-60m</b>					
<i>Seawolf</i>	\$26.5m	J&K Smit	M	58.83	Fraser Yachts
<i>Red Dragon</i>	€28m	Alloy Yachts	S	51.7	McMaster Yachts
<b>41-50m</b>					
<i>Ramses</i>	\$5.75m	Feadship	M	43.2	Burgess
<i>Cyclos III</i>	€3.5m	Royal Huisman	S	42.35	Yachting Partners Int'l
<i>Infatuation</i>	€8.5m	Jongert	S	41.6	Burgess
<i>Misunderstood</i>	Withheld	Overmarine	M	40	Overmarine
<b>30-40m</b>					
<i>F-Class</i>	€4.95m	Claasen	S	35.2	Hoek Brokerage
<i>Aminah</i>	€7.2m	Benetti	M	34.95	Fraser Yachts
<i>Miami Blues</i>	€5.6m	Euroship	M	34.8	Moran Yacht & Ship
<i>VvS1</i>	€11.75m	Alloy Yachts	M	34.2	Fraser Yachts
<i>Blue Wave</i>	€3.25m	Elegan	M	33	Fraser Yachts
<i>Serenity</i>	\$6.995m	Burger	M	32	Northrop & Johnson

## INSIGHT

New to market over last three months (Dec 2011 – Feb 2012)



## Spotlight New to the market



*Meduse*

The largest motor yacht to come on the market is Feadship's 60.66m *Meduse*. Built in 1996 and thoroughly refitted in 2006, she is now listed for sale by Stuart Larsen at **Fraser Yachts** asking \$34,500,000.



*Solemates*

The 60m *Solemates* may be one of the most expensive Lurssen motor yachts currently on the market, with an asking price of €67,000,000. She is offered for sale by **The Luxury Yacht Group**.



*Red Dragon*

The 51.7m *Red Dragon* is easily the largest sailing yacht to be listed for sale for some time. Built by Alloy Yachts to a design by Dubois, her asking price is €28,000,000 at **McMaster Yachts**.



*Seawolf*

Built in 1957 as an ocean going tug, the 58.83m *Seawolf* was converted to a superyacht in 2004 and is now a luxurious explorer yacht with an ice-classed hull, for sale with **Fraser Yachts** at \$26,500,000.



*Cyclos III*

Built by Royal Huisman in 1990, *Cyclos III* was the ground-breaking yacht of her generation, in a design executed by Ron Holland with an Andrew Winch interior. She is listed for sale by **Yachting Partners International** asking €3,500,000.



# MARGHERITA CASTAGNOLA 33mt

Built in 2009 by Cantieri Navali Tigullio with steel hull and aluminium superstructure, brand new displacement motor yacht (only 130 engine hours), underway and zero-speed stabilizers, R.I.N.A Charter Class are only some of the key features which make MARGHERITA one of the best value-for-money yachts on the market.

2009 - Cantieri Navali Tigullio - 108'/33mt - Accommodation for 10 in 5 cabins plus crew - 2 X MAN 1100 Hp / Asking price € 5,100,000

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## YACHT SALES OVER 24M

FEBRUARY  
IN  
NUMBERS

17

Total yachts sold

46.4  
metres

Average length

789.43  
metres

Total length sold

53.9  
metresBiggest sale (*Prima*)

## LISTINGS EDIT

For the complete listings go to [www.boatinternational.com/stats](http://www.boatinternational.com/stats)

NAME	ASKING PRICE	YARD	TYPE	LOA (M)	BUYER'S BROKER	SELLER'S BROKER
<b>51m+</b>						
<i>Prima</i>	€24.5m	Palumbo	M	53.9	Fraser Yachts	Fraser Yachts
<b>41-50m</b>						
<i>Don Pablo</i>	\$9m	Benetti	M	49.8	HMY Yacht Sales	4Yachts
<i>Thirteen</i>	\$28.5m	Christensen	M	47.91	Merle Wood & Associates	Merle Wood & Associates
<i>Easy</i>	\$8.7m	Trident	M	44.81	Ocean Yachting	International Yacht Collection
<i>My Petra</i>	€22.75m	Heesen	M	44	Y.CO	Fraser/ Camper & Nicholson
<i>Crili</i>	\$8.5m	Trident	M	40.2	Webster Associates	Merle Wood & Associates
<b>30-40m</b>						
<i>S.Q.N.</i>	€7.95m	Alloy Yachts	M	38.6	Camper & Nicholson	Burgess
<i>Muse</i>	\$8.45m	Palmer Johnson	M	37.5	Northrop & Johnson	Burgess
<i>Helena</i>	€4.995m	Ferretti	M	34.01	Edmiston	Camper & Nicholson
<i>Solutions</i>	\$1.595m	Broward	M	33.53	RJC Yachts	Fraser
<i>Keiki Kai</i>	\$5.95m	Benetti	M	30.48	Oceanstyle	Fraser
<i>Irina</i>	€750,000	Picchiotti	M	30.4	Moore International	Moore International

## INSIGHT

New to market and sales by builder in last 12 months (Mar 2011 – Feb 2012)



## Spotlight Sales over 24m



**Don Pablo**  
Jack Robertson at **HMY Yacht Sales** found a buyer for the 49.8m motor yacht *Don Pablo*, listed by 4Yacht. Built by Benetti in 1996, she was asking \$9 million.



**My Petra**  
Yacht builder Frans Heesen's personal 44m motor yacht *My Petra* was sold by **Y.CO** acting for both buyer and seller and was asking €22.75 million.



**Easy**  
Trident's 44.81m motor yacht was sold by **Ocean Yachting International** asking \$8.7 million, with **International Yacht Collection** acting for the seller.



**Thirteen**  
Bob McKeage at **Merle Wood & Associates** sold Christensen's 47.91m motor yacht *Thirteen* in an in-house deal. She was asking \$28.5 million.



**Prima**  
Antoine Althous and Stuart Larsen at **Fraser Yachts** have signed a letter of agreement for the sale of Palumbo's 53.9m motor yacht *Prima*, asking €24.5 million.



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# PRICE UPDATES

## FEBRUARY IN NUMBERS

# 47

Total number of yachts

# €20.23

million

Total reduction

# 53

metres

Largest updated yacht  
(*Blue Scorpion*)

# \$7

million

Largest single reduction  
(*Gallant Lady*)

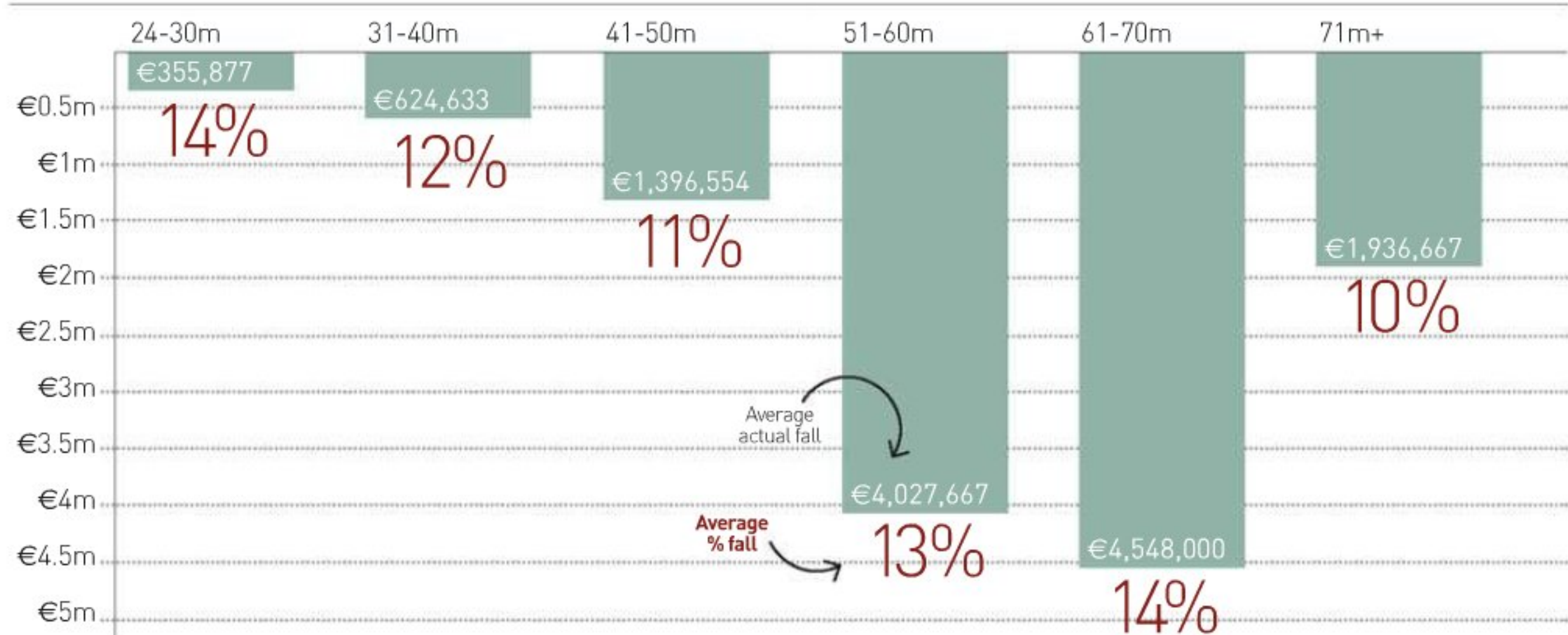
## LISTINGS EDIT

For the complete listings go to [www.boatinternational.com/stats](http://www.boatinternational.com/stats)

NAME	LOA (M)	REDUCTION	NEW PRICE	YARD	TYPE	BROKER
<b>51m+</b>						
Blue Scorpion	53	€2m	€21.5m	Baglietto	M	Yachtzoo
Gallant Lady	51.2	\$7m	\$42.5m	Feadship	M	Northrop & Johnson
<b>41-50m</b>						
Mia Elise	49.9	\$2m	\$31.5m	Trinity	M	International Yacht Collection
Anedigmi	49.68	€500,000	€13.5m	Oceanco	M	Fraser Yachts
Remember When	49.3	\$2.6m	\$36.9m	Christensen	M	HMY Yacht Sales
Zoom Zoom Zoom	49.07	\$1m	\$22.4m	Trinity	M	International Yacht Collection
Destination Fox Harb'r Too	49	\$1.9m	\$23m	Trinity	M	Northrop & Johnson
Blue Ice	45.7	\$3m	\$24.9m	Palmer Johnson	M	Burgess
Makira	43	€750,000	€12m	Italyachts	M	CSO Yachts
<b>30-40m</b>						
Mea Culpa	39.62	\$600,000	\$17.9m	McMullen & Wing	M	Curtis Stokes & Assocs
Dream On	38	€1.25m	€8.25m	Ursa	M	Burgess/Oceanstyle
Private Lives	36.58	\$1m	\$8.875m	RMK Marine	M	Vripack/N&J
Blue Attraction	36	\$1.5m	\$5m	Amels	M	Burgess
Miracle	35.05	\$200,000	\$4.195	Kha Shing	M	Kardinal

## INSIGHT

Average price updates over last three months, by length (Dec 2011 – Feb 2012)



## Spotlight Price updates



Remember When

**REDUCED BY \$2.6m**  
**NOW \$36.9m**

For sale since her delivery in April 2010, Christensen's 49.3m motor yacht *Remember When* has her first price cut, of \$2.6 million, with Jack Robertson at **HMY Yacht Sales**.



Gallant Lady

**REDUCED BY \$7m**  
**NOW \$42.5m**

Built by Feadship in 2007, the 51.2m *Gallant Lady* is one of the most environmentally friendly yachts afloat and she had the month's largest price reduction, of \$7 million, with Kevin Merrigan at **Northrop & Johnson**.



Zoom Zoom Zoom

**REDUCED BY \$1m**  
**NOW \$22.4m**

Since coming on the market in February 2011, Trinity's 49.07m motor yacht *Zoom Zoom Zoom* has had no fewer than three price reductions, the latest being one of \$1 million from Mark Elliott at **International Yacht Collection**.



Destination Fox Harb'r Too

**REDUCED BY \$1.9m**  
**NOW \$23m**

When first listed by Ann Avery at **Northrop & Johnson**, Trinity's 49m *Destination Fox Harb'r Too* was asking \$29.5 million. A series of price reductions, including the latest one of \$1.9 million, see her listed at \$23 million.



Blue Scorpion

**REDUCED BY €2m**  
**NOW €21.5m**

Over the last 12 months Baglietto's 53m motor yacht *Blue Scorpion* has had €6 million taken off her asking price in a series of price cuts, and her latest drop of €2 million at **Yachtzoo** brings her down to €21.5 million.



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**ARKLEY**  
450 000 EUR

LENGTH 60m  
SHIPYARD Lürssen  
YEAR 2009  
SPEED 16 knots  
CABINS 6  
GUESTS 12  
CREW 15

Central agent



**BEL ABRI**  
275 000 EUR

LENGTH 52m  
SHIPYARD Amels  
YEAR 2010  
SPEED 16 knots  
CABINS 5  
GUESTS 11  
CREW 12

Central agent



**MANIFIQ**  
140 000 EUR

LENGTH 41m  
SHIPYARD Mondo Marine  
YEAR 2011  
SPEED 19 knots  
CABINS 5  
GUESTS 10  
CREW 7

Central agent



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€7,950,000

### Mistral 55

35.37M | 2005

This Pershing 115 delivers a blistering 52 knots thanks to 12,500hp from twin Codag MTU engines and triple waterjets. She cruises at 47 knots and has oodles of Italian style courtesy of Fulvio de Simoni, who was responsible for her naval architecture, styling and interior. Broker: **Camper & Nicholsons International**



€6,900,000

### Mirage

31M | 2010

One of the fastest luxury yachts in the world, *Mirage* tops out at 50 knots, thanks to her three 2,430hp MTU engines coupled with Arneson drives. She is fleet of looks, too, with a sleek black hull and low-riding superstructure, and accommodates up to 10 in suitably slick style. Broker: **Yachting Partners International**



€16,000,000

### Ermis²

37.56M | 2008

The need for speed prescribed this unique New Zealand-built superyacht's power systems, design and construction – a whole new class of ultra-light technology. She has a 55-knot top speed, with a range of 2,300 nautical miles at 30 knots, so the world could be your oyster almost every weekend. Broker: **Ocean Independence**



€3,700,000

### AA Absolute

36.58M | 1995

Built by Heesen for the Sultan of Brunei, *AA Absolute* has several superlatives to her name. Her 16 cylinder MTU engines are boosted by triple waterjets and can push her to 54 knots, while at a cruising speed of 37 knots she has a range of 1,000 nautical miles. The interior is ultra-modern. Broker: **Edmiston & Company**

## Spotlight Seriously for sale



Cuor di Leone

\$17,995,000

*Cuor di Leone* is a 50m motor yacht built by Benetti and was designed for long cruises and charters. Fresh from a major refit in 2011, she is offered for sale by brokers Michael White and Peter Thompson at **Ocean Independence**.



Kingfisher

\$9,750,000

*Kingfisher* was built by Feadship in 1987 and had major refits in 1995/6, 2000 and 2008. She accommodates up to 12 in five luxurious cabins. *Kingfisher* is listed jointly for sale by **Burgess and Northrop & Johnson**.



Tenaz

€7,550,000

*Tenaz* sleeps seven and is in excellent condition after a refit. She proved her capabilities on a year-long cruise, when she provided a family with a comfortable home. *Tenaz* is jointly listed for sale through **Northrop & Johnson** and **Dubois Yachts**.



Mac Brew

€11,500,000

*Mac Brew* has an excellent charter history thanks to her versatile layout and has been maintained to a very high standard. Accommodating up to 16, she offers many features of a larger yacht. Her broker is Jonathan Barbe at **Edmiston & Company**.



Printemps

€1,950,000

Built by Heesen in 1987 and refitted in 2009/2010, *Printemps* accommodates up to 10 and makes a great party boat. Her broker, Antoine Larricq at **Fraser Yachts**, says: 'The low price will enable any new owner to plan some cosmetic refits.'

For the latest updates go to [www.boatinternational.com/yacht-sales](http://www.boatinternational.com/yacht-sales)



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## NEW CENTRAL AGENCY - MAJOR PRICE REDUCTION

**SMILE** 44.2m/145', Benetti Vision BV07, 2006, Asking price: €9,900,000 VAT paid  
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**SHERAKHAN** 70m/229', Vuyk & Zonen, 1966/2005, Asking price: €35,000,000 VAT paid  
MICHAEL PAYNE ☎ +377 97 97 77 00 ✉ [mpayne@camperandnicholsons.com](mailto:mpayne@camperandnicholsons.com)



**NEW CENTRAL AGENCY**  
**KISSES** 53.3m/175', Feadship, 2000, Price on Application\*  
RICK MORALES ☎ +1 954 524 4250 ✉ [rmorales@camperandnicholsons.com](mailto:rmorales@camperandnicholsons.com)



**QM OF LONDON** 49.9m/163'8", Benetti, 1998, Asking price: €9,900,000  
MICHAEL PAYNE ☎ +377 97 97 77 00 ✉ [mpayne@camperandnicholsons.com](mailto:mpayne@camperandnicholsons.com)



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**WIDER** 45.1m/147', Wider, 2014, Asking price: €21,900,000  
DAVID SEAL ☎ +377 97 97 77 00 ✉ dseal@camperandnicholsons.com



**IDYLLWILD** 44.2m/145', Benetti, 2005, Asking price: €14,950,000\*  
JEAN-MARIE RECAMIER ☎ +33 (0)4 92 912 912 ✉ jmrecamier@camperandnicholsons.com



**CD TWO** 43m/141', C.N. Nicolin, 1995/2010, Asking price: €8,600,000 - Available for Charter  
JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ jsyrett@camperandnicholsons.com




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**FORTY LOVE** 42.06m/137'1", West Coast, 2003, Asking price: US\$15,500,000  
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**FAMILY DAY** 41m/134'6", Codecasa, 2007, Asking price: €9,975,000  
RICHARD HIGGINS ☎ +33 (0)4 92 912 912 ✉ rhiggins@camperandnicholsons.com  
TIM LANGMEAD ☎ +44 (0)20 7009 1950 ✉ tlangmead@camperandnicholsons.com



**ANDIAMO** 36.6m/120', Benetti, 2007\*, Asking price: €8,800,000  
FERNANDO NICHOLSON ☎ +1 305 604 9191 ✉ fnicholson@camperandnicholsons.com



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**FAR NIENTE** 35.3m/116', Hatteras, 1997/2011, Asking price: US\$ 5,550,000  
MICHAEL RAFFERTY ☎ +1 561 655 2121 ✉ mrafferty@camperandnicholsons.com



**NEW CENTRAL AGENCY**  
**GENI** 28.3m/92'8", Overmarine, 2010, Asking price: €5,900,000 - VAT paid  
CHARLES EHRARDT ☎ +33 (0)4 92 912 912 ✉ cehrardt@camperandnicholsons.com

*Sistership*



**MILEANNA K** 32.3m/105'1", Tough Brothers, 1975/2004, Asking price: US\$1,350,000  
TIM LANGMEAD ☎ +44 (0)20 7009 1950 ✉ tlangmead@camperandnicholsons.com



**MACA** 28.3m/92'1", Benetti Sail Division, 2008, Asking price: €3,700,000  
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✉ schristensen@camperandnicholsons.com  
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## NEW CENTRAL AGENCY

**BLUE FLORENTIN** 26.8m/87'1, Bugari Custom Yachts, 2004, Asking price: €2,950,000 VAT paid  
ARNE PLOCH ☎ +34 971 40 33 11 ✉ aploch@camperandnicholsons.com



## NEW CENTRAL AGENCY & BERTH FOR SALE

**CASCAS M** 25.75m/84'5, Itaiversil, 1998, Asking price: €595,000  
CHARLES EHRARDT ☎ +33 (0)4 92 912 912 ✉ cehrardt@camperandnicholsons.com



## NEW CENTRAL AGENCY

**NICK OF TIME** 24m/78'8, Mafora, 2005, Asking price: €1,800,000  
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## NEW CENTRAL AGENCY & BERTH FOR SALE

**GHADA** 23.95m/78'6, Sanlorenzo, 1997, Asking price: €1,250,000  
CHARLES EHRARDT ☎ +33 (0)4 92 912 912 ✉ cehrardt@camperandnicholsons.com



**PIPIRPAO** 23.9m/78', Monty Nautic, 2003, Asking price: €1,750,000  
JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ jsyrett@camperandnicholsons.com



## NEW CENTRAL AGENCY

**PATAGON** 23.8m/78'5, Marlow Marine, 2004/2011, Asking price: US\$ 2,600,000  
FERNANDO NICHOLSON ☎ +1 305 604 9191 ✉ fnicholson@camperandnicholsons.com







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**ENTERPRISE** 43.3m/142', Perini Navi, 1989, Asking price: €6,950,000  
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**ROSINANTE OF NOTIKA** 32.6m/105', Notika Yacht, 1998/2005, Asking price: US\$ 4,900,000  
BOB O'BRIEN ☎ +1 561 655 2121 ✉ bobrien@camperandnicholsons.com



**GAIA** 30.7m/100', Spirit Yachts, 2007, Asking price: €3,500,000  
TIM LANGMEAD ☎ +44 (0)20 7009 1950 ✉ tlangmead@camperandnicholsons.com  
ARNE PLOCH ☎ +34 971 40 33 11 ✉ aploch@camperandnicholsons.com



**ALAS LIBRES** 30m/98'4", Thackwray, 1984/2007, Asking price: €1,750,000  
JONATHAN SYRETT ☎ +34 971 40 33 11 ✉ jsyrett@camperandnicholsons.com



**BLUE PEARL** 21.3m/70', Swan, 2003, Asking price: €2,375,000  
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# Ad Lib

AD LIB is a true pedigree that combines performance with style. Winner of two of the World's most prestigious superyacht awards, AD LIB was designed by Dubois Naval Architects and built at the world renowned Alloy Yachts.

Length overall 40m (131ft) • Built by Alloy Yachts, New Zealand in 2006 • Design by Dubois Naval Architects/Donald Starkey Designs • Accommodation for up to 9 guests

Asking Price

€13,950,000

Central Agents for Sale



# Waterlily

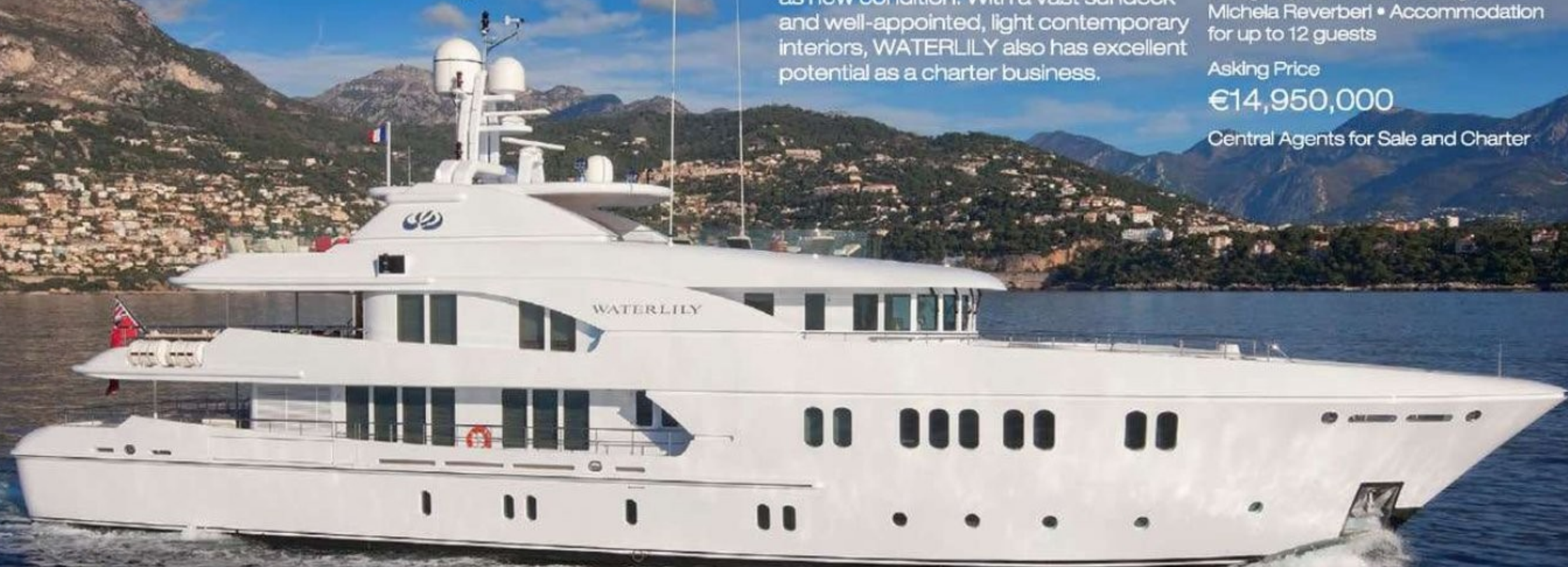
An impressive, high-volume North European delivery offered for sale in as new condition. With a vast sundeck and well-appointed, light contemporary interiors, WATERLILY also has excellent potential as a charter business.

Length overall 43.4m (142.4ft) • Built by Royal Denship, Denmark in 2009 • Design by Diana Yacht Design/ Michela Reverberi • Accommodation for up to 12 guests

Asking Price

€14,950,000

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# Lady Christine

Now significantly reduced in price and representing an outstanding purchase opportunity. LADY CHRISTINE combines pedigree build and design with exceptional volume, generous living areas and a spectacular Owner's apartment.

Length overall 55.6m (182.4ft) • Built by Oceanco, The Netherlands in 2001 (refit 2007) • Design by The A Group, Gerard Villate/Richard Hein • Accommodation for 10 guests

Asking Price

€19,950,000

Central Agents for Sale



# Blue Attraction



With a USD1,500,000 price reduction, this highly regarded Amels is a proven world cruiser and is undoubtedly now one of the best purchase options on the current market.

Length overall 36.7m (120.4ft) • Built by Amels BV Holland, The Netherlands in 1983 (2004/05 and 2006/07) • Design by Diana Yacht Design/Adam Lay Studio • Accommodation for 10/11 guests

Asking Price

US\$5,000,000

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# Dream On

Now significantly reduced in price, DREAM ON was built for a highly experienced owner and designed for transoceanic cruising in maximum comfort with exceptional living space both on deck and throughout the interior.

Length overall 38.1m (125.1ft) • Built by Ursa Yachts, Turkey in 2008 • Design by Soyaslan Design/Bannenberg Design • Accommodation for up to 10 guests

Asking Price

€8,250,000

Central Agents for Sale



# Silver Dream

A sleek and stylish superyacht with an enviable charter record, SILVER DREAM enjoys an excellent reputation and is in turnkey condition for a full summer of cruising with a new owner.

Length overall 43.8m (143.7ft) • Built by Warren Yachts, Australia in 2001 • Design by Dubois Naval Architects/Sam Sorgiovanni/Thomas Hamel • Accommodation for 10 guests

Asking Price

€10,900,000

Joint Central Agents for Sale, Central Agent for Charter



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A large white sailing yacht with multiple sails deployed, sailing on a blue sea under a clear sky. The name 'INFATUATION' is visible on the side of the hull.

## Infatuation

A stunning new addition to the sailing yacht market, INFATUATION is a proven design built to a very high standard and boasts the Jongert patented folding keel ideal for shallow draft cruising.

Length overall 41.6m (136.3ft) • Built by Jongert BV, The Netherlands in 2004 • Design by Tony Castro/Jongert Design Team • Accommodation for up to 9 guests

Asking Price

€8,500,000

Central Agents for Sale and Charter

A large white motor yacht with a complex superstructure, including a swimming pool and multiple decks, sailing on a dark blue sea. The name 'SOKAR' is visible on the side of the hull.

## Sokar

A truly iconic yacht offering impressive volume and extensive living and accommodation spaces, SOKAR is the ideal platform for worldwide cruising in style, with excellent range and fast cruising speeds.

Length overall 63.8m (209.2ft) • Built by Codecasa, Italy in 1989 (extensive refit and rebuild 1997/99 Abeking & Rasmussen) • Design by Cantieri Navali Ugo Codecasa/Vittorio Cerruti/Howard & Horsfield • Accommodation for up to 22 guests

Asking Price

US\$25,000,000

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**GLADIUS, Akhir 125, 2007**  
Asking: EUR 8,750,000  
10 guests | Italy

Joint Central Agents for Sale



**TIGER LILY OF LONDON, Pershing 90, 2008**  
Charter from: EUR 44,800 per week  
6 guests | Spain

Central Agents for Charter



Also for Charter

**KADIMOS, Couach 3700, 2007**  
Asking: EUR 5,950,000  
12 Guests | South of France

Central Agents for Sale



View at SuperYacht Open Day, Palma

**SEL, Dalla Pieta 72, 2008**  
Asking: EUR 1,950,000  
7 Guests | Spain

Central Agents for Sale



New Listing

**SAMARA B, Sunseeker 34m, 2011**  
Asking: GBP 7,695,000  
10 Guests

Joint Central Agents for Sale



Viewings Recommended

**ASPIRE OF LONDON, Predator 72, 2007**  
Asking: EUR 1,100,000  
8 guests | Turkey

Central Agents for Sale

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**VVS1 | 34m (112') | Alloy Yachts | 2007 | 11,500,000 EUR**

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Highest quality and timeless elegance from the team of Alloy, Dubois and Starkey, combining a proven hull design with state of the art equipment and at-rest stabilization. Full beam on-deck master with his/her baths and office, 3 guest suites, a gym and tender garage. Huge sundeck with jacuzzi and a shaded dining area. An exceptional vessel in all respects and now offered to make room for a new delivery. Mint condition, Lloyds and MCA classed, turn key and seriously for sale. Transoceanic range. Jody O'Brien | Ft. Lauderdale +1 954 646 4970 | [jody.obrien@fraser-yachts.com](mailto:jody.obrien@fraser-yachts.com)



# FRASER YACHTS



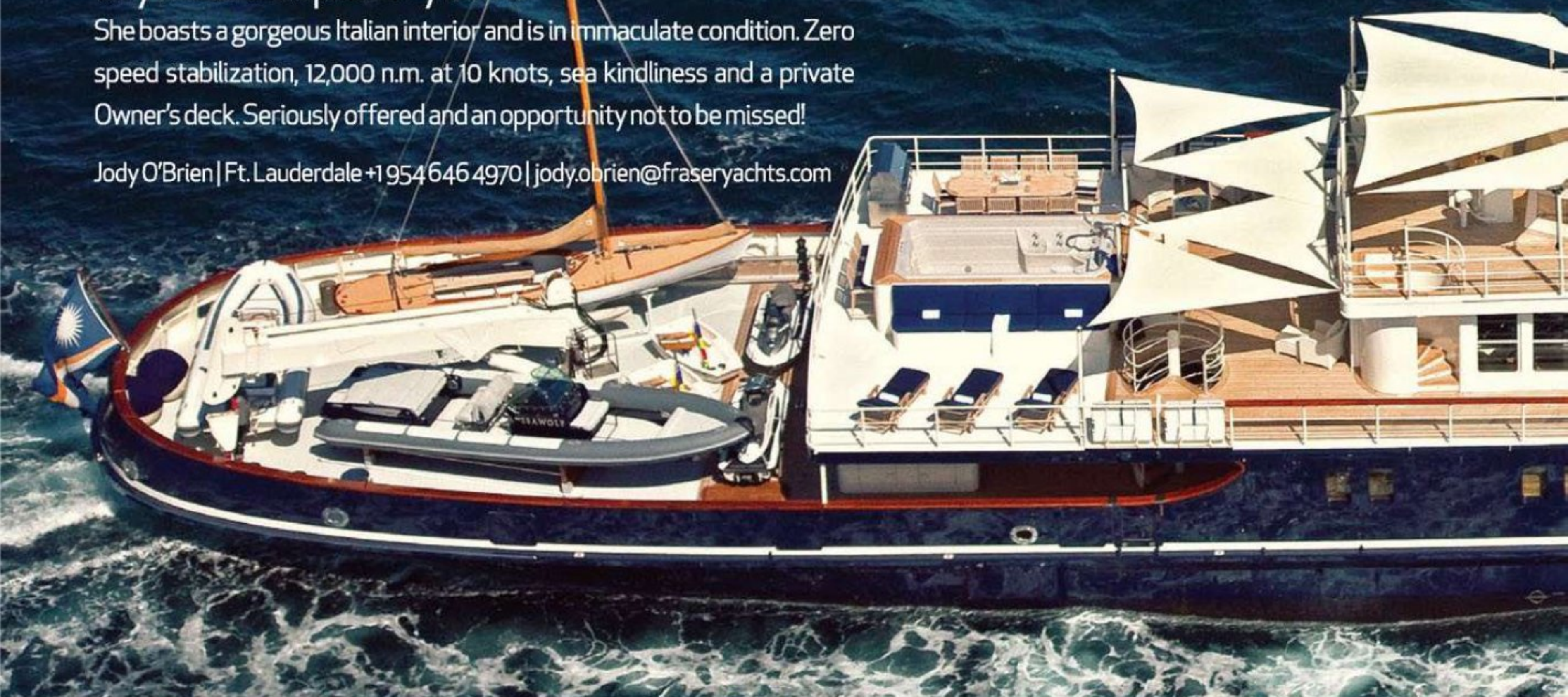
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DELIVERY JUNE 2012



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COURT ORDERED SALE



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#### **DEEP BLUE II | 43m (143') | Oceanco | 1996/2008 | 15,900,000 USD**

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#### **PRICE REDUCTION**



#### **GOLDEN BOY II | 35m (115') | Sovereign | 1998/2007 | 4,495,000 USD**

Five stateroom layout, on deck master, well maintained yacht, recent exterior paint & upgrades.

Michael Selter | San Diego +1 619 225 0588 | [michael.selter@fraseryachts.com](mailto:michael.selter@fraseryachts.com)

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#### **TOUCH | 36m (120') | Louisbourg | 2004/2011 | 6,900,000 USD**

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**AMINAH | 35m (115') | Benetti | 2000/2010 | 7,200,000 EUR**  
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**IL ODYSSEY | 32m (107') | Benetti | 1967/2005 | 1,950,000 EUR**  
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**PROTEKSAN-TURQUOISE 75M | 75m (246') | Proteksan | 2014**  
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**PRINCESS SARAH | 43m (142') | Richmond Yachts | 2007 | POA**  
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**HERITAGE | 45m (148') | Perini Navi | 2006 | 17,500,000 EUR**

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**BLUE WAVE | 33m (108') | Elegan | 2008 | 3,250,000 EUR**

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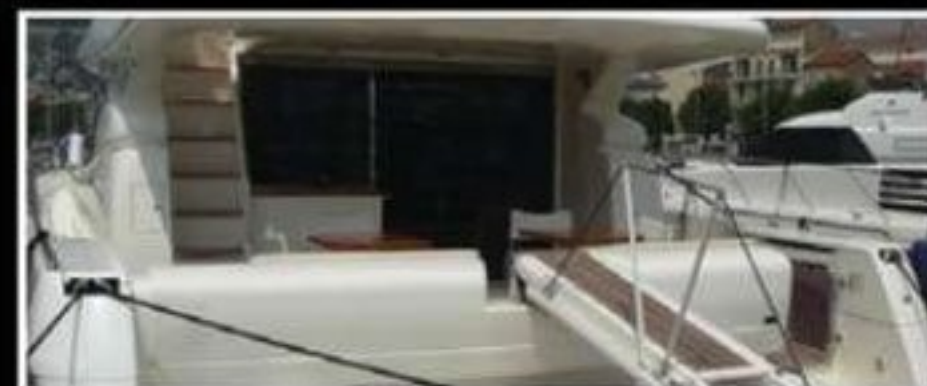
Best Mochi 25 Mega on the market! She is in magnificent condition and is still owned by her first owner. An amazing design that needs to be seen! She can be viewed in Cannes, South of France.

## Ferretti 630

€ 1.275.000 Excluding VAT



Year: 2007 | L.o.a.: 19.96 m. | Beam: 5.53 m. | Draft: 1.61 m. | Cabins: 3 + 1 | Engines: 2 x MAN 1224 Hp | Speed: 34 knots



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NEW TO MARKET



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**FOREVER MY AGATA** 32.90m (108.0 ft)  
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**ANTIBES** 32.00m (105.0 ft)  
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**MELIMAR** 30.50m (100.0 ft)  
Azimut | 1999 | Ft Lauderdale, FL | USD 2,250,000



**NATALITA III** 30.50m (100.0 ft)  
Azimut | 1996 | George Town, Cayman Islands | USD 1,995,000



**MASTIFF** 28.68m (94.2 ft) Appledore | 1967 / 2010 |  
Genoa | EUR 3,200,000 | Mediterranean | EUR 35,000 per week



**ZAKOUSKA** 26.50m (87.0 ft)  
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**ALIBI** 51.00m (167.3 ft)  
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**AXIOMA** 47.50m (155.10 ft)  
ISA | 2006 | Mediterranean | EUR 160,000 / 140,000 per week



**BLUE VISION** 44.00m (144.4 ft)  
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**SIRAHMY** 43.00m (141.0 ft)  
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**ASPEN ALTERNATIVE** 36.58m (120.0 ft)  
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Baglietto | 2003 / 2009 | Mediterranean | EUR 80,000 / 68,000 per week



**O'** 33.00m (108.3 ft)  
Mangusta | 2007 | Mediterranean | EUR 85,000 / 70,000 per week



**ELLICHA** 32.00m (104.11 ft)  
Mangusta | 2002 | Mediterranean | EUR 60,000 per week



**LEILA LINA** 26.60m (87.3 ft)  
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200'/61m Feadship 2006 **APRIL FOOL\***

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188'/57m A&R 2001/10 **EXCELLENCE III\***

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183'/56m Benetti 2005/10 **FOUR ACES\***

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175'/54m Feadship 2000 **KISSES\***

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171'/52m Feadship 1995 **BATTERED BULL\***

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168'/51m Oceanco 1997/12 **LAZY Z\***

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161'/49m Trinity 2009 **BLIND DATE\***

*for Sale*

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160'/49m Christensen 2009 **VF-15\***

*for Sale & Charter*

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151'/46m Delta 2009 **KATYA\***

*for Sale & Charter*

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223'/68m Nobiskrug 2010 **SYCARA V\***

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220'/67m Shadow Marine 2007 **ALLURE SHADOW**

*for Sale & Charter*

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203'/62m VSY 2010 **ROMA\***

*for Sale*

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177'/54m Mondomarine 2013 **HULL #1\***

*for Sale*

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177'/54m Baglietto 2009 **BURKUT\***

*for Sale*

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174'/53m Oceanfast 2004 **SEA BOWLD\***

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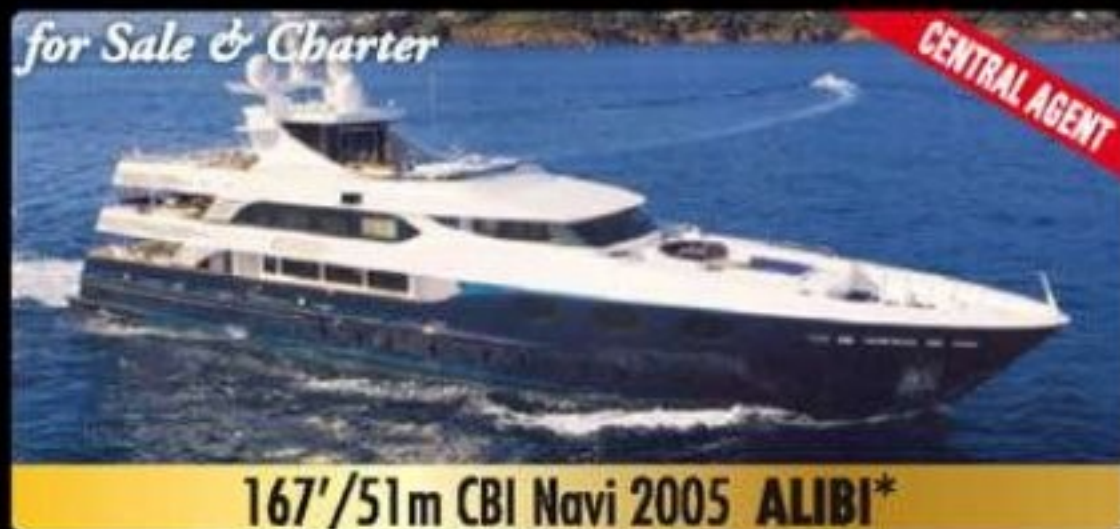


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SISTERSHIP

167'/51m Mondomarine 2013 HULL #4\*

for Sale & Charter



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167'/51m CBI Navi 2005 ALIBI\*

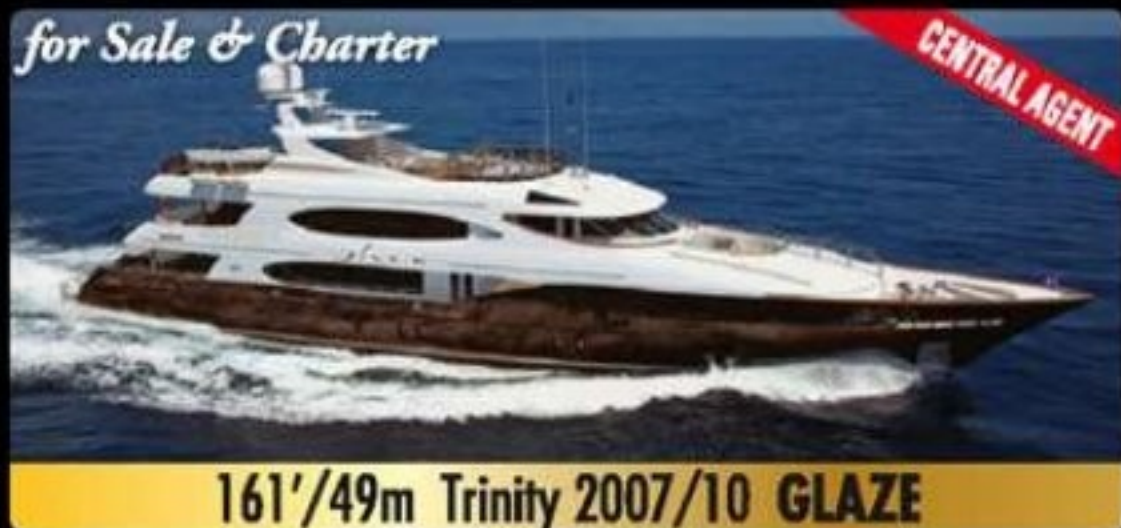
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163'/50m Nereids Yachts 2005 AZTECA II\*

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161'/49m Trinity 2007/10 GLAZE

for Sale & Charter



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157'/48m Christensen 2007 SCOTT FREE

for Sale & Charter



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154'/47m Perini Navi 1990/06 ANDROMEDA LA DEA\*

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152'/46m Perini Navi 1991/11 ANTARA\*

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145'/44m Benetti 2009 LADY SHEILA\*

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CENTRAL AGENT

145'/44m Heesen 1990/09 AT LAST

for Sale



CENTRAL AGENT

134'/41m Mondomarine 2013 HULL #8\*

for Sale & Charter



CENTRAL AGENT

134'/41m Lurssen 1995/05 BLIND DATE\*

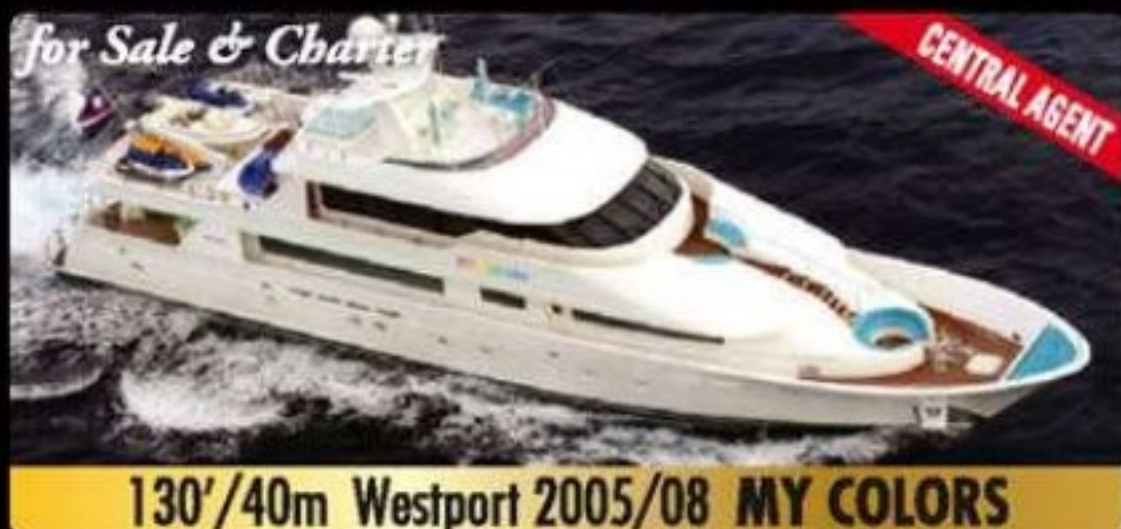
for Sale



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131'/40m A&R 1987 SILVER SHALIS

for Sale & Charter



CENTRAL AGENT

130'/40m Westport 2005/08 MY COLORS

for Sale & Charter



CENTRAL AGENT

124'/38m Broward 2007 HERITAGE III

for Sale



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122'/37m CRN 1978/08 LADY EVA\*

for Sale



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121'/37m Heesen 2005 HEESEN 37m HULL #4\*

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118'/36m Intermarine 2000 SAVANNAH

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SISTERSHIP

112'/34m Leopard Express 2008 LA IGUANA\*

for Sale



CENTRAL AGENT

105'/32m Mangusta 2000/11 HAMSA\*

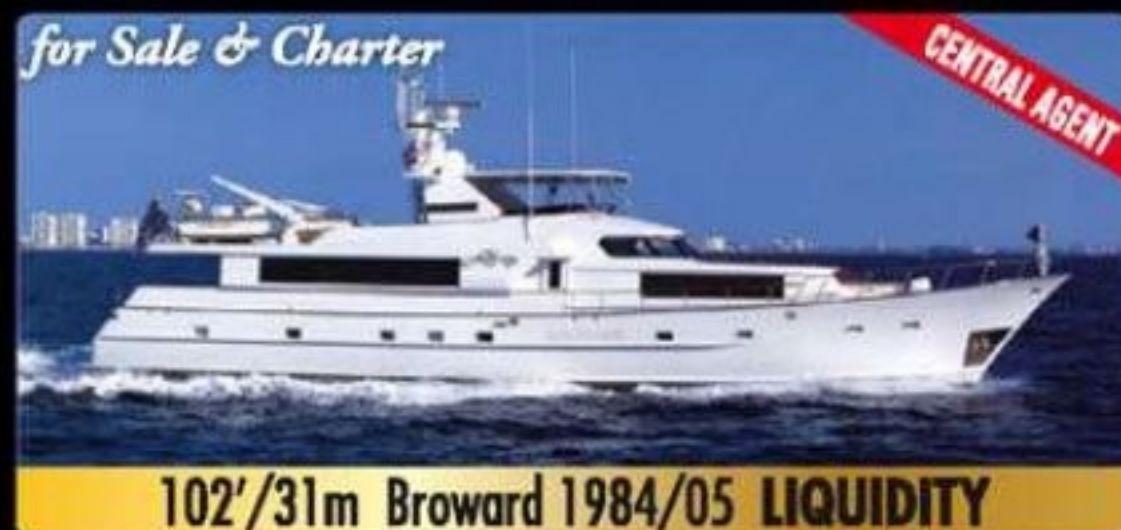
for Sale



CENTRAL AGENT

102'/31m Oceanfast 1989/11 GAZELLE

for Sale & Charter



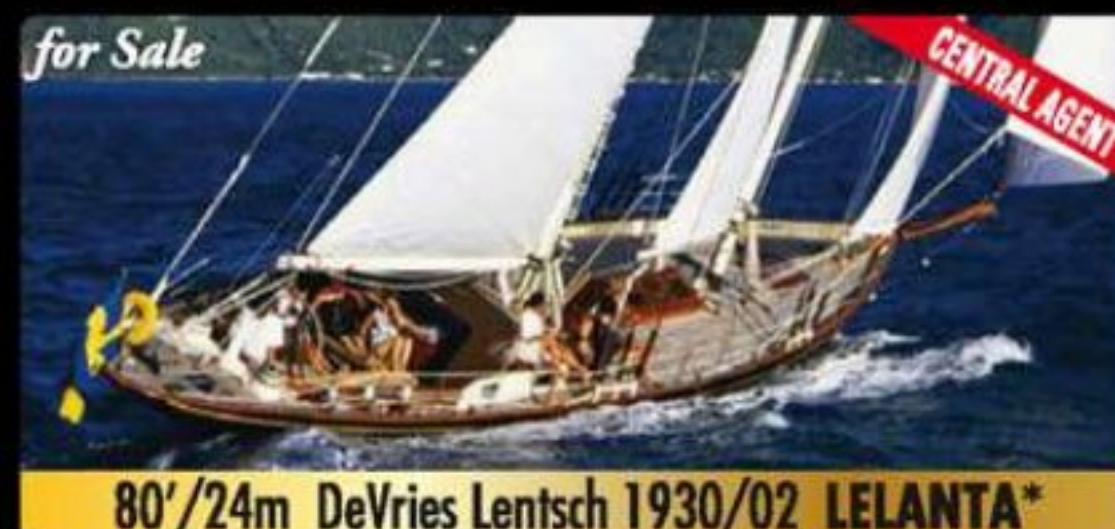
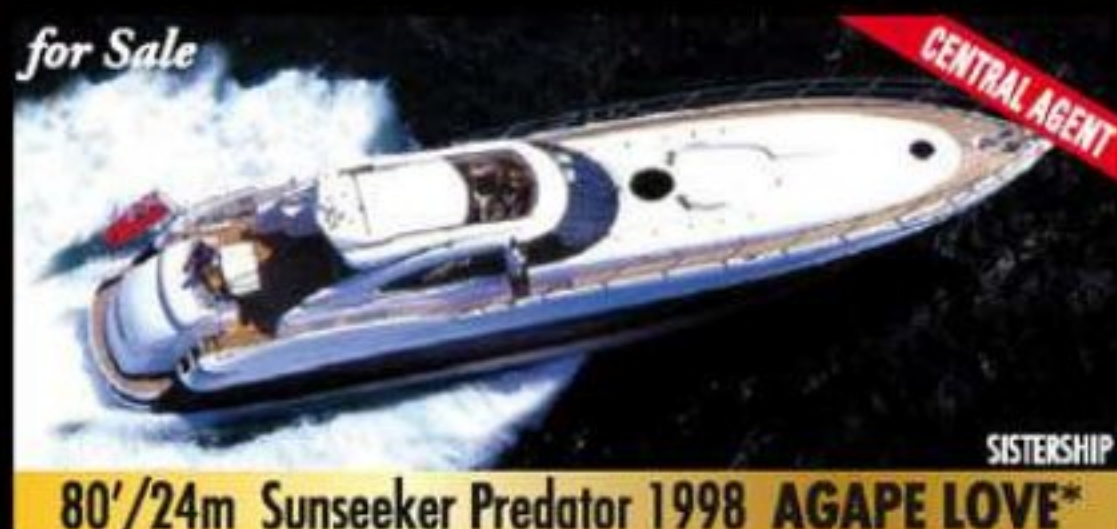
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102'/31m Broward 1984/05 LIQUIDITY

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**MIA ELISE** 164' (50M) Trinity 2010. 6 Staterooms  
C.A. Mark Elliott 305.794.1167 or C.A. Chany Sabates III 954.604.2253



**TUSCAN SUN** 147' (45M) Izar 2006. 6 Staterooms  
J.C.A. Frank Grzeszczak 954.494.7096 or J.C.A. Mark Elliott 305.794.1167



**MIRAGE** 132' (40M) Heesen 1992. 5 Staterooms  
C.A. John Ciullo 954.494.1075



**BLIND DATE TOO** 115' (35M) Benetti 2003/2011. 5 Staterooms  
C.A. Kevin Bonnie +33.616.39.1959



**ENTREPRENEUR** 110' (34M) Broward 2004. 4 Staterooms  
C.A. John Ciullo 954.494.1075



**NEW LIFE** 92' (28M) Lazzara 2009. 4 Staterooms  
C.A. John Ciullo 954.494.1075



**FINISH LINE** 84' (26M) Lazzara 2007. 4 Staterooms  
C.A. Chany Sabates III 954.604.2253





**FOUR ACES** 183' (56M) Benetti 2005/2008. 6 Staterooms  
C.A. Mark Elliott 305.794.1167



**ANJILIS** 161' (49M) Trinity 2009. 5 Staterooms  
C.A. Frank Grzeszczak 954.494.7096 or C.A. Chany Sabates III 954.604.2253



**LA DEA** 116' (35M) Azimut 2004. 5 Staterooms  
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**TRIX-SEA** 103' (31M) Broward 2000. 4 Staterooms  
C.A. Ron Morgenstein 954.309.9740




**HAPPY DAZE** 83' (25M) Moonen 1998/2005. 3 Staterooms  
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2004

€2,395,000 EX TAX

Contact Broker: Harry Bristow-Holmes - +44 7595 002 698 - [harry@sunseekerlondon.com](mailto:harry@sunseekerlondon.com)

Engines 3 x 2000 V16 Arnesons



SUNSEEKER 82 YACHT

2006

£1,495,000 EX TAX

Contact Broker: Gary Cleaverly - +44 7778 878 886 - [gary@sunseekerlondon.com](mailto:gary@sunseekerlondon.com)

Engines 2 x Caterpillar C32 1675hp

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# BROKERAGE SELECTION

**Mondomarine 40**



2009 - 4 cabins - 2x2.255 MTU - very low engine hours - Make an offer.

**Velvet 35**



**Sistership**

2007 - 3 cabins - 2x2.285 MTU - Lying in Tuscany (Italy) - Euro 2.200.000,00

**Sanlorenzo 108**



2006 - 5 cabins - 2 x 2.400 MTU - 640 engine hours - Perfect condition  
Make an offer

**Admiral 31**



2002 - 2 x 2.350 MTU - 4 cabins - perfect condition - Lying in Tuscany (Italy)  
Make an offer

**Rodriquez 38**



2007 - 2 x 1.825 CAT - 5 cabins - Lying in Tuscany (Italy) - Make an offer

**Mangusta 105**



2007 - 2 x 2.400 MTU - very good condition - Lying in Tuscany (Italy) / 2004 - 2 x 2.285 MTU  
very good condition - Lying in Tuscany (Italy)

**Falcon 102**



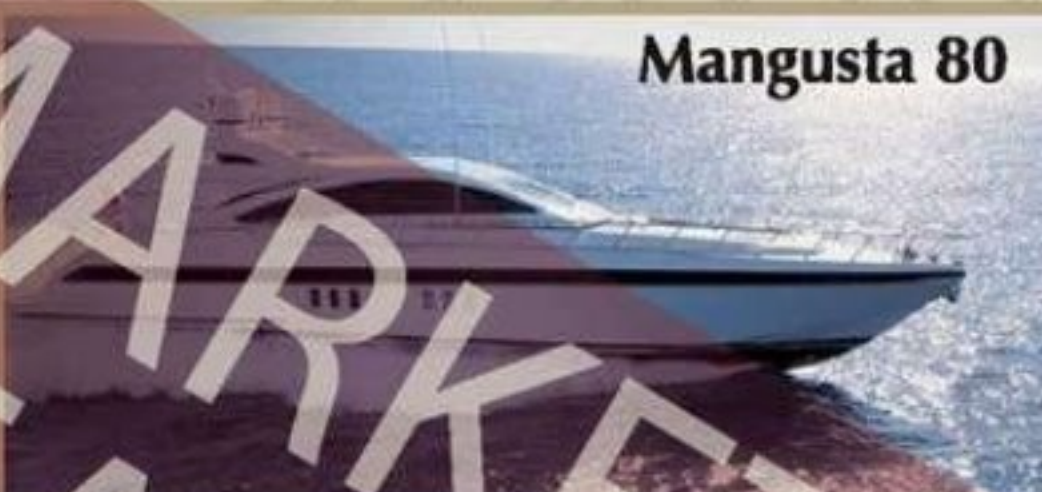
2005 - 2 x 2.000 MTU - 4 cabins - Lying in Tuscany (Italy) - Euro 2.700.000,00 VAT EX

**Falcon 90**



2008 - 4 cabins - 2 x 2.000 MTU - stabilizing system zero speed - very good condition - Lying in Tuscany (Italy) - Euro 2.000.000,00 VAT EX

**Mangusta 80**



1998 - 3 cabins - 2 x 2.000 MTU - Lying in Tuscany (Italy)

**Kaitos 76**



2003 - 3 cabins - 2 x 2.000 MTU - Lying in Tuscany (Italy) - Make an offer

**Rizzardi 63**



2006 - 2 x 1.360 MAN - Lying in Tuscany (Italy)  
Make an offer

**Leopard 23**



1998 - 3 cabins - 2 x MAN - Lying in Tuscany (Italy) - Euro 280.000,00

**Azimut 55**



2005 - 3 cabins - 2 x 715 CAT - Lying in Tuscany (Italy) - Make an offer

**Fairline 52**



2006 - 3 cabins - 2 x 775 Volvo Penta  
Make an offer

**Maestro 51**



2007 - 3 cabins - 2 x 730 MAN - Lying in Tuscany (Italy) - Euro 600.000,00

**Targa 47**



2008 - 2 x 575 Volvo Penta Lying in Tuscany (Italy) - Make an offer



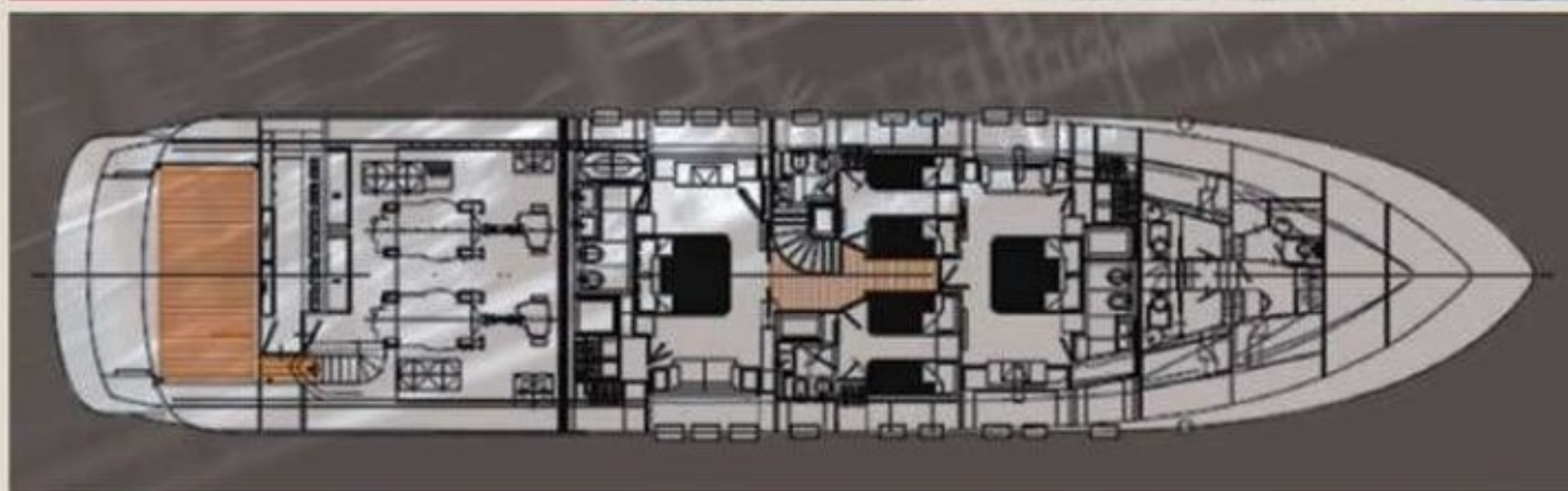
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*M/Y "Shedar"*

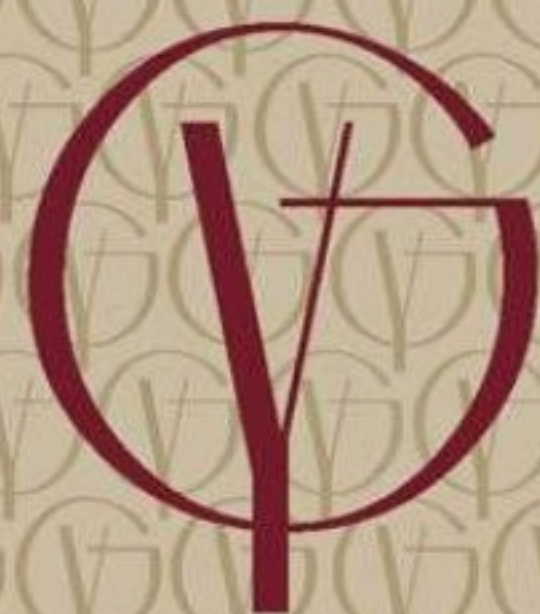
CENTRAL AGENT



2009 - 4/5 cabins - 4/5 crew - 28 knots  
STABILIZING SYSTEM ZERO SPEED  
Lying in North Tyrrhenian Sea Cruising  
Area: Mediterranean Sea



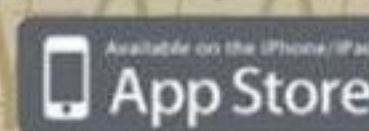
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**PALMER & JOHNSON 120' FROM 2005:** 2 X MTU 2040 HP  
4 CABINS + CREW. 8 500 000 EUR.



**AB 116 FROM 2010 AND AB 140 FROM 2009**  
PRICE ON REQUEST.



**GAMMA YACHTS - 2011:** 22M - 2X 600 HP YANMAR - 3 CABINS  
+ 2 CREW - FUEL CONSUMPTION 45L/H. 2 156 000 EUR.



**AICON 64 - FROM 2008/NEW:** 4 CABINS +  
CREW - 2 X MAN 1224 HP. 780 000 EUR.



**MANGUSTA 92' - 2006:** 28,30M - 2 X MTU  
2400 HP - 4 CABINS + CREW. 2 600 000 EUR.



**LEOPARD 31 - 2008:** 3 X MTU 2000 HP  
4 CABINS + 4 CREW. 3 200 000 EUR.



**LEOPARD 27M - 2000:** 3 CABINS + CREW - 2 X MTU 1800 HP  
950 000 EUR.  
**LEOPARD 27M - 2007:** 1 500 000 EUR.



**AB 68' - 2003:** 3 CABINS + CREW  
2 X MAN 1550 HP. 800 000 EUR.



**PRIVILEGE 615 - 2008:** 4 CABINS + CREW  
2 X 110 HP - 1 000 000 EUR.



**LEOPARD 24 - 2005:** 2 X MTU 1850 HP  
3 CABINS + 2 CREW. 1 300 000 EUR.



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CHARTER | SALES | MANAGEMENT

## Charter



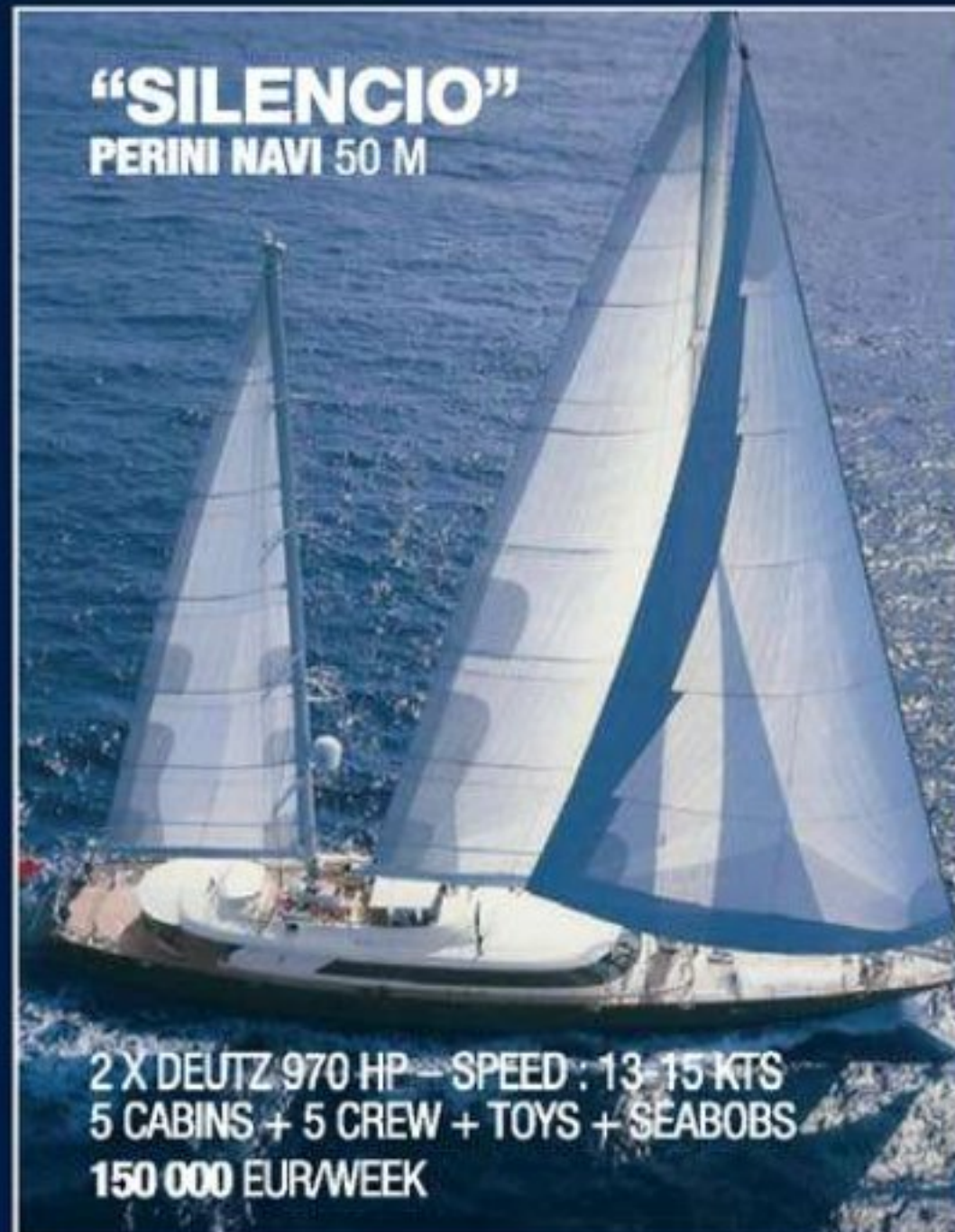
**UNICA CANTIERI DI PISA 100'** : 4 CABINS + CREW - SEABOB INCLUDED - 2 X MTU 1850 HP. **8 500 EUR/DAY - 58 000 EUR/WEEK.**



**ST. GIORGIO** : MONTE CARLO YACHTS 76' - 2 X MAN 1400 HP  
3 CABINS + 2 CREW - **5 600 EUR/DAY - 40 000 EUR/WEEK.**



**WILJIM** : AZIMUT 62'E - 2 X CAT 1015 HP - SPEED : 30-33 KTS  
3 CABINS + 2 CREW - **3 800 EUR/DAY - 25 000 EUR/WEEK.**



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PERINI NAVI 50 M

2 X DEUTZ 970 HP - SPEED : 13-15 KTS  
5 CABINS + 5 CREW + TOYS + SEABOBS  
**150 000 EUR/WEEK**



**GPS** : SAN LORENZO - 2 X MTU 2000 HP - SPEED : 22-29 KTS  
4 CABINS + 3 CREW - **8 000 EUR/DAY - 45 000 EUR/WEEK.**



**MELANYA - MAJESTY YACHTS 2007** : 36M - 2 X MTU 2000 HP  
SEABOB INCLUDED. **12 000 EUR/DAY - 85 000 EUR/WEEK.**



**KOKAB - AB YACHTS 68'** : 20,65M - 2 X MAN 1550 HP - 3 CABINS  
+ 2 CREW - TENDER & WATER TOYS SEABOB.  
**4 300 EUR/DAY - 26 000 EUR/WEEK.**



**GREMAT - LEOPARD SPORT 27M** : 27,14M - 2 X MTU 1850 HP  
3 CABINS + 2 CREW - SEABOB INCLUDED. **6 000 EUR/DAY - 39 000 EUR/WEEK.**

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**Akula | Amels**  
59m | 1974 | Caribbean  
US\$14,750,000  
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Simon Ting | +33 6 18 06 03 42  
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**Woody | Leopard-Cantieri Arno**  
27m | 2006 | Italy  
€2,300,000

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**Hull #4 | Tamsen Yachts**  
41m | 2013 | Shipyard  
€14,900,000

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**Mystic | CMB Yachts**  
46m | 2010 | Turkey  
€14,995,000

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**CXL Ultraluxum | Tamsen Maritim**  
48m | 24 Months | Shipyard  
€33,500,000

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**Les | Mangusta**  
33m | 2007 | France  
€6,500,000

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# NORTHERN STAR

248 Ft. (75.6m) Lürssen 2009

\*

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KISMET 223 Ft. (68m) Lürssen 2007

\*

FOR  
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Project HERMES 210 Ft. (64m) Palmer Johnson 2013

FOR  
CHARTER

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LADY KATHRYN V 200 Ft. (61m) Lürssen 2011

\*

FOR  
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WORLDWIDE CENTRAL AGENTS



UNBRIDLED 191 Ft. (58.2m) Trinity 2009

\*

SALE &  
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IROQUOIS 164 Ft. (50m) Feadship

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SALE &  
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NEW CENTRAL AGENCY



HARMONY 164 Ft. (50m) Westport 2010

\*

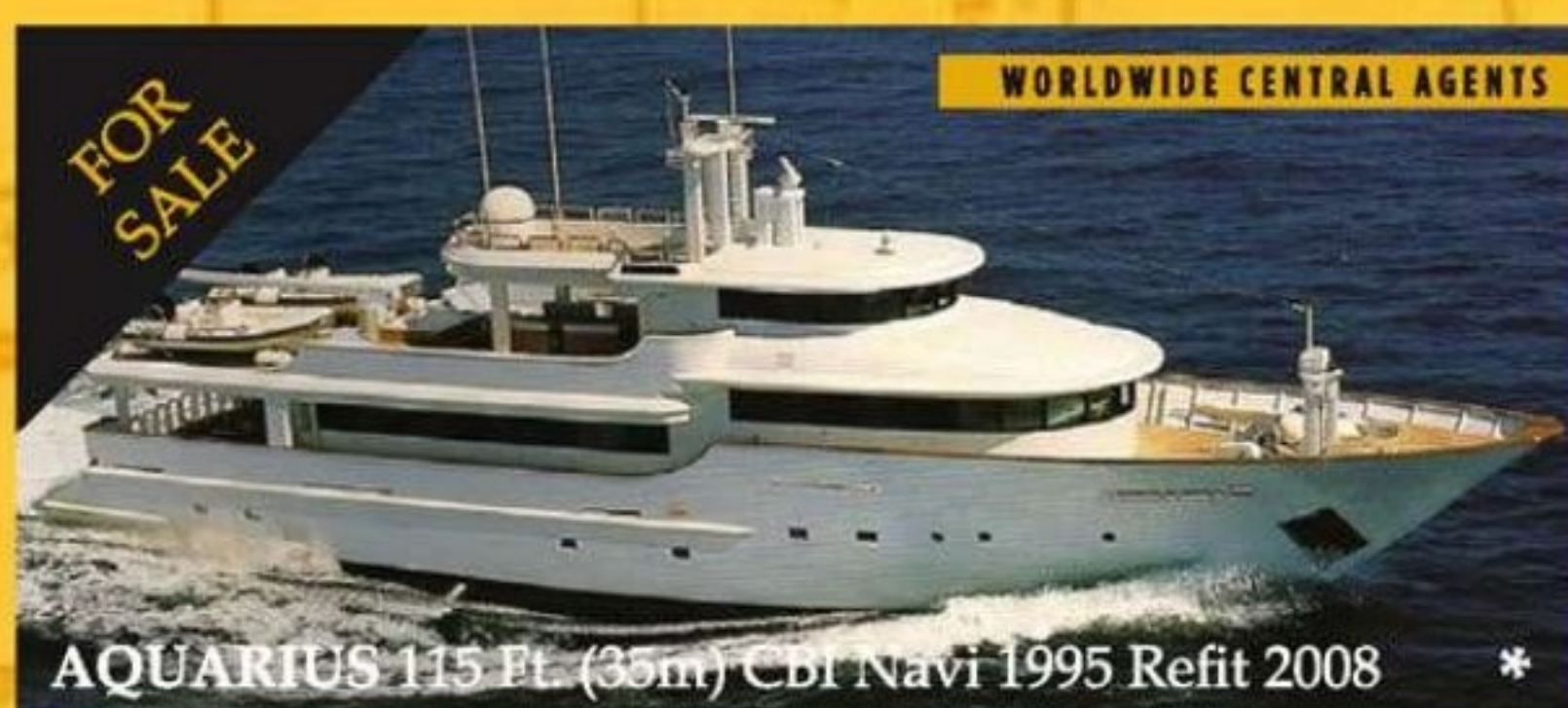
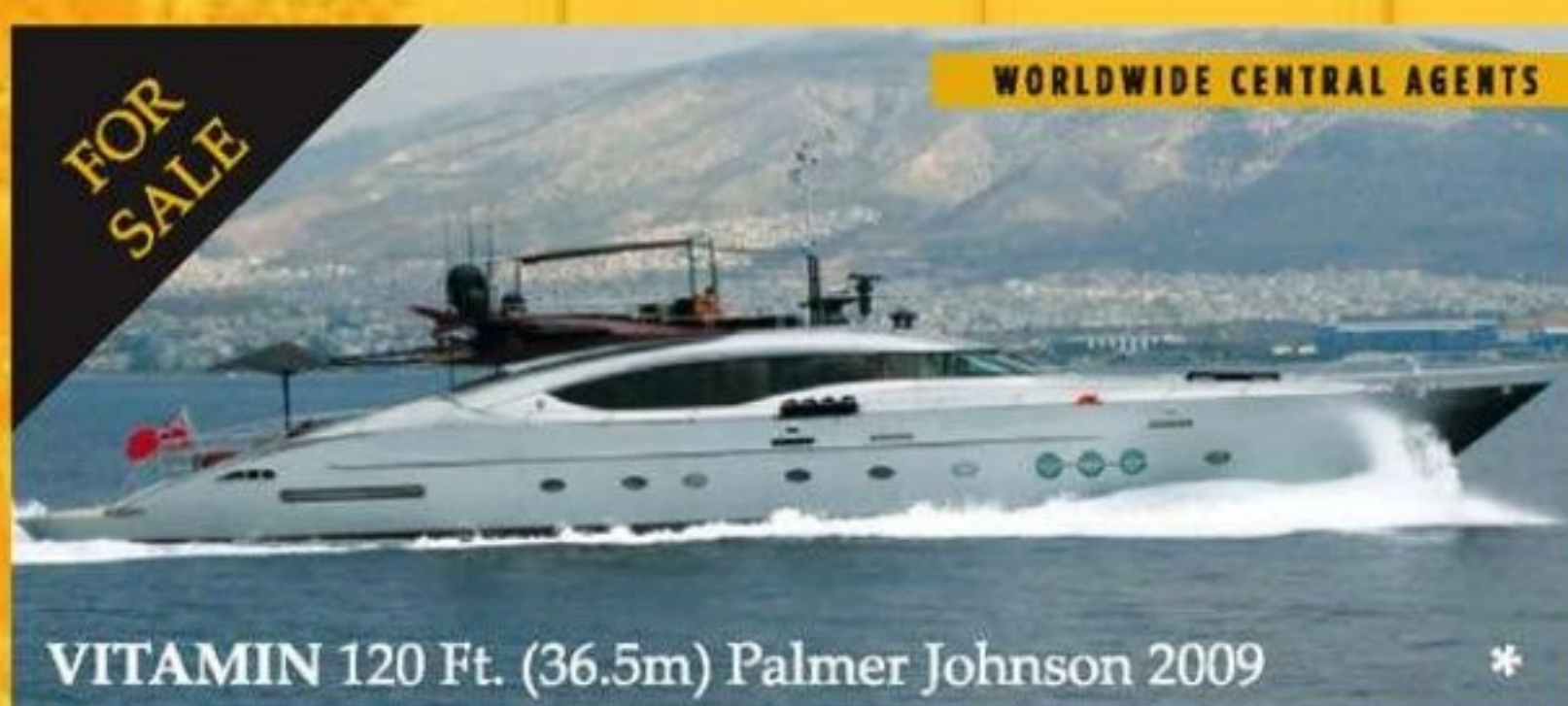
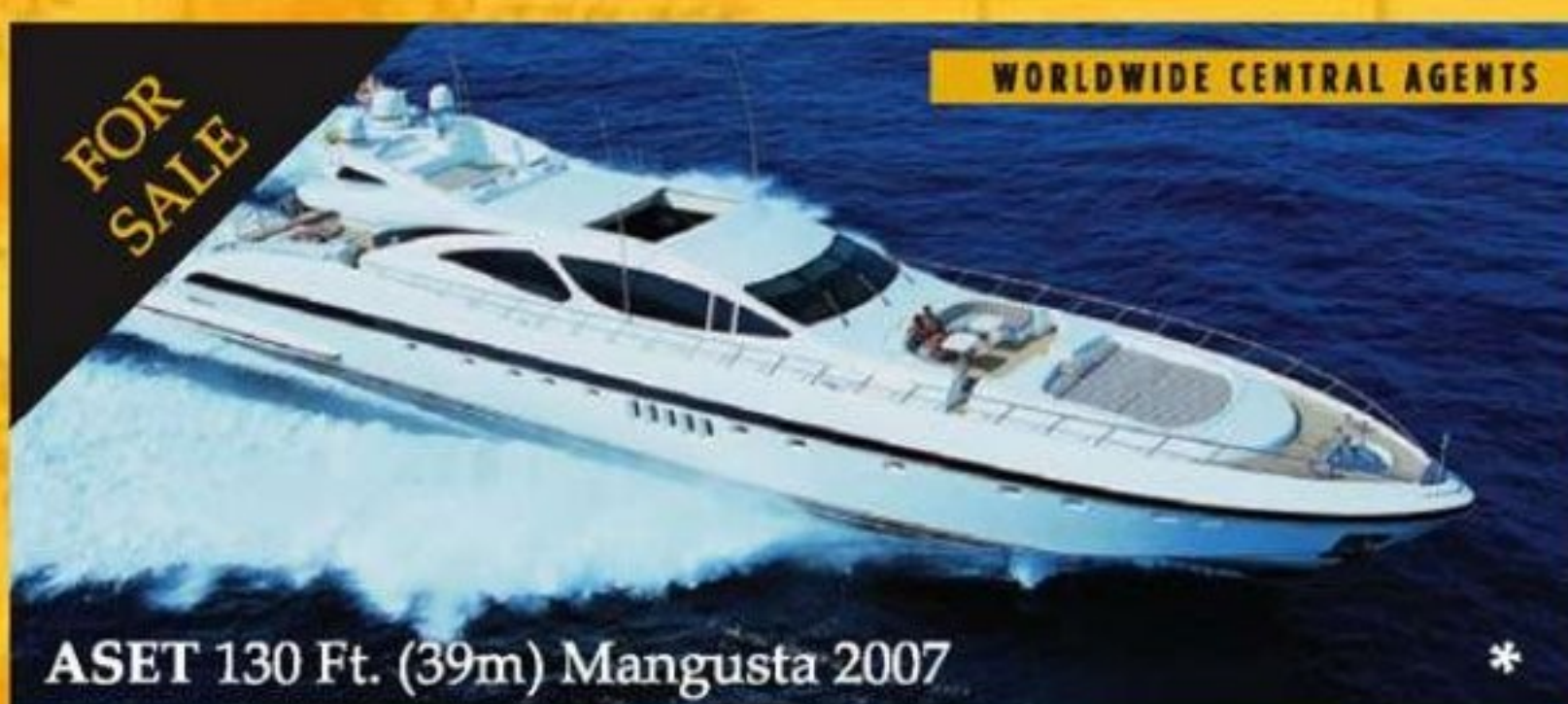
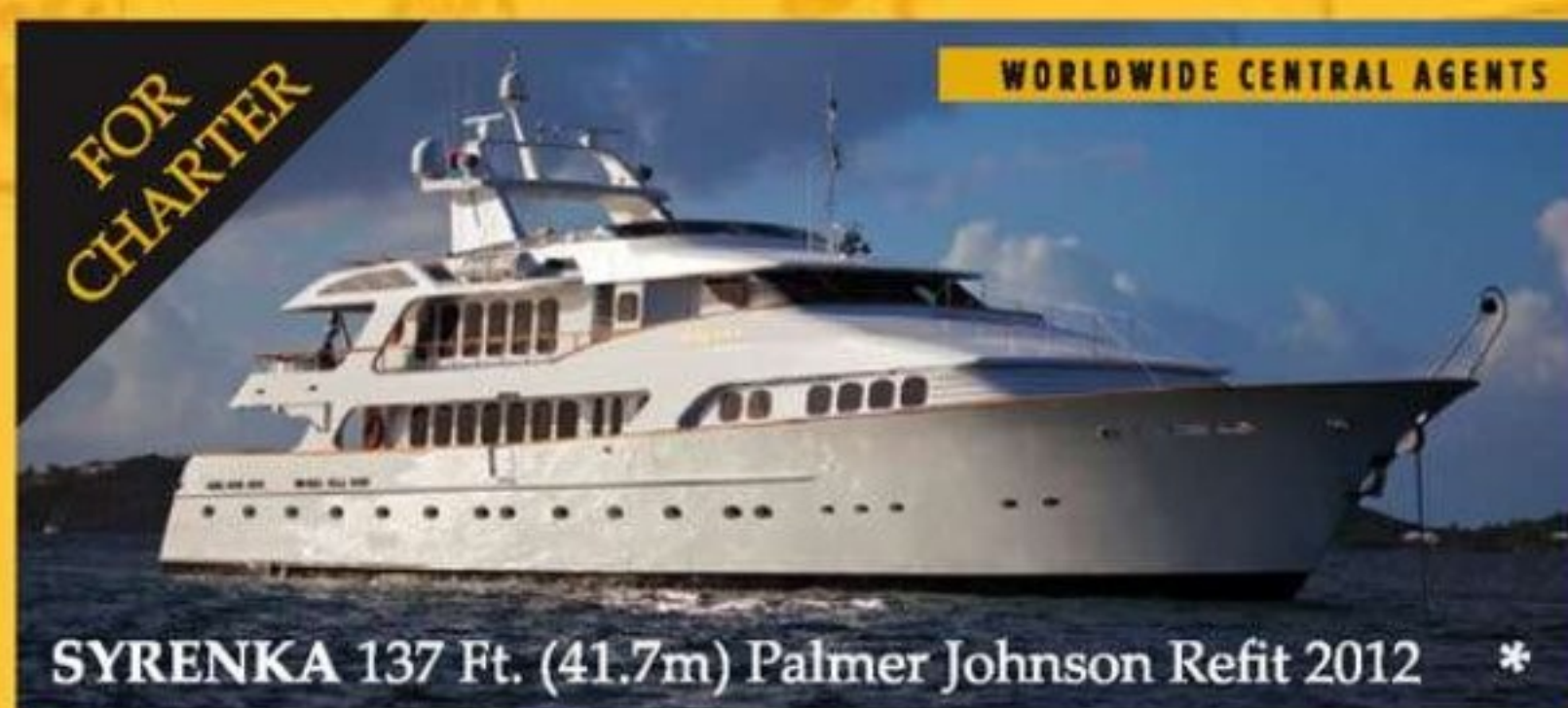
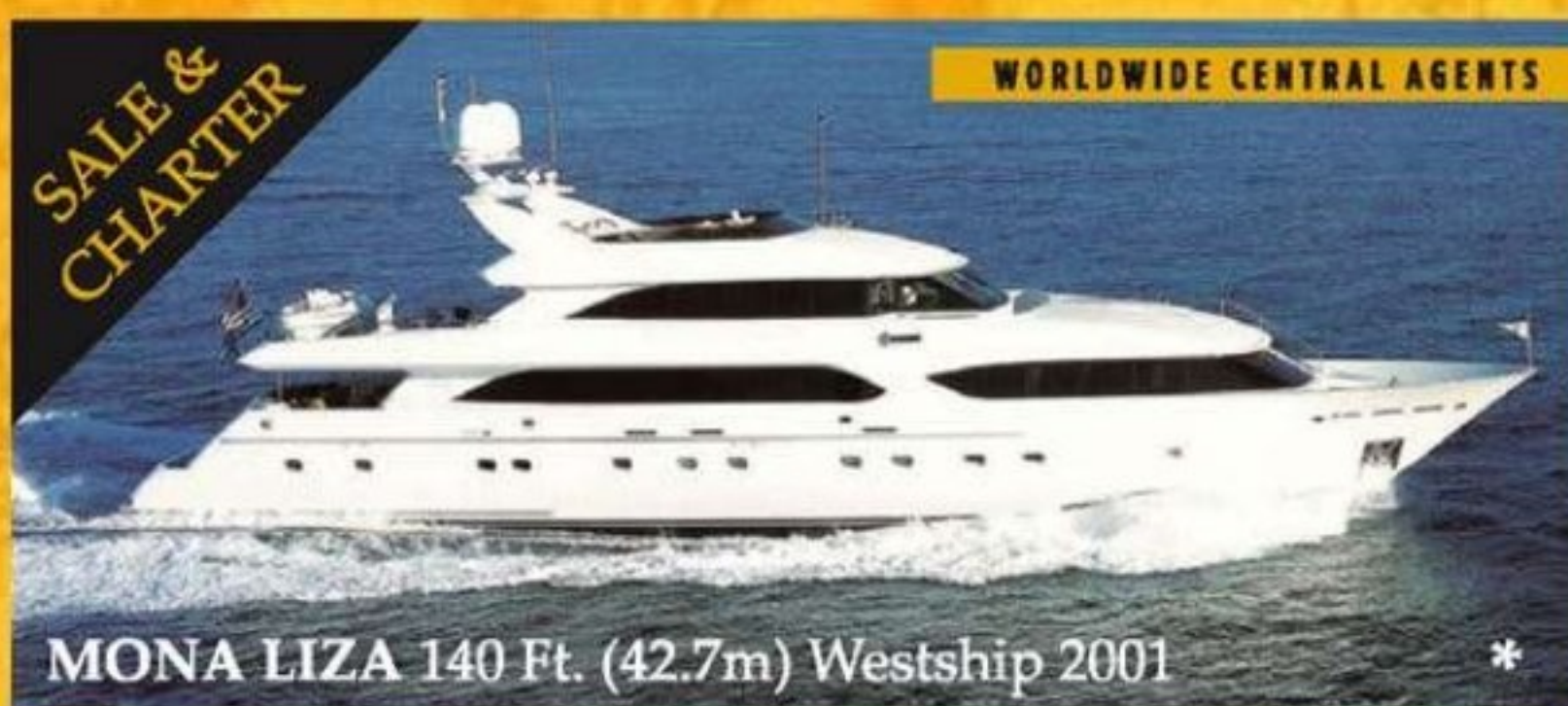
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## Obsession



55,00 m - OCEANFAST - 1991 refit 2008  
12 guests in 5 cabins - 13 crew  
2x MTU 3480hp

Asking price: **EUR 12 500 000**  
Also available for charter



## Makira



43,00 m - ITALYACHTS - 2010  
8/9 guests in 4 cabins - 6/7 crew  
3x MTU 2400hp

Asking price: **EUR 12 000 000**  
Also available for charter



## Oliva B



30,00 m - FALCON - 2002  
10 guests in 5 cabins - 5 crew  
2x MTU 1800hp

Asking price: **EUR 1 980 000**  
(Rina certification, ex VAT)





# CSO YACHTS

sales

/ management

/ charter

## Taiji



28,04 m - MANGUSTA 92 - 2006  
8 guests in 4 cabins - 4 crew  
2x MTU 2400hp

Asking price: **EUR 2 650 000**  
(VAT paid)  
Same owner since new, never chartered



## Romachris II



27,14 m - ARNO - 2001  
8 guests in 4 cabins - 3 crew  
2x MTU 1826hp

Asking price: **EUR 1 290 000**  
(Vat Paid, commercially reg.)  
Also available for charter



## Independance of Herm



19,35 m - MOODY YACHTS - 2002  
6 guests in 3 cabins - 2 crew  
2x YANMAR 230hp

Asking price: **EUR 945 000**  
(Commercially reg.)





# W

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130' Westport Tri-Deck MY 2009 "MISS MICHELLE"  
Claude Racine, C.A.



114' Hatteras 1994 "LADY MONROE"  
Alex Rogers / Chris June, C.A.'s



112' Westport RPHMY 2008 "ESTANCIA"  
Camm Moore, C.A.



112' Westport RPHMY 2007 "STEADFAST"  
Alex Rogers / Andrew Miles, C.A.'s



112' Westport RPHMY 1999  
Andrew Miles, C.A.



# WESTPORT

SINCE 1964



**106' Westport RPHMY 2004**  
Mike Williams / John Varga, C.A.'s



**105' Crescent 1994**  
Camm Moore, C.A.



**103' West Bay 2001**  
Mark Peck, C.A.



**98' West Bay 1997**  
Andrew Miles / Bryan Long, C.A.'s



**90' Hargrave 2005**  
Bryan Long, C.A.



**88' Tarrab CPMY 2002**  
Andrew Miles, C.A.



**85' Broward 1982**  
Chris June/Alex Rogers, C.A.'s



**85' Pacific Mariner 2008**  
Claude Racine, C.A.



**84' Northcoast 2001**  
Camm Moore, C.A.



**80' Lazzara 1998**  
Mark Peck, C.A.



**78' West Bay 2002**  
Claude Racine, C.A.



**77' Horizon MY 2008**  
John Varga, C.A.



**75' Hatteras 2001**  
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**75' Sunseeker Manhattan 2006**  
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Rodriquez 38 (38.25m) | 2007 | Price : 7,950,000 Euro | 10 guests in 5 cabins | Lying in Greece | Central Agents

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Major Price Reduction!



Italcraft 105' (31.00m) | 2007 | Price : 2,950,000 Euro | 9 guests in 4 cabins | Lying in Greece

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I ♥ MY  
YACHT



# NINEMIA



Vitters 31 (31.00m) | 1995 | Price : 3,250,000 Euro | 8 guests in 4 cabins | Lying in Italy | Joint Central Agents

## BEST

Excellent Condition!



Posillipo 75\* (23.80m) | 2009 | Price : 2,500,000 Euro | 9 guests in 4 cabins | Lying in Greece | Central Agents

SALES  
CHARTER  
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# Riva

## Riva 115 Athena

asking €6,900,000  
ex Tax

### 2008 A rare chance to own Riva's stunning 35m flagship

At almost 50% off current replacement cost, this is an unmissable opportunity. If a 35m fast yacht is what you're after, why have anything else when you can have a Riva? Interior design and furnishings are exquisite. Sleeps 10 in 5 cabins. Extensively equipped, with fin and zero-speed gyro stabilisers, water maker, and thrusters bow and stern. Up to 28 knots from twin 2775hp MTUs. One owner from new, professionally maintained. Lying Italy.



## Riva 85 Opera Super

asking €4,200,000  
ex Tax

2008 One owner from new, willing to consider offers

An unmissable opportunity to acquire this exceptional, cherished example of Riva's stunning 85-footer, in perfect condition and ready for delivery to her new owner. Unbelievable equipment list including two generators, electric bow thruster, CCTV, tropical air-conditioning, water-maker, Satellite TV, zero-speed 'gyroscopic' ARG stabilisers. Powered by twin 2000hp MTU engines delivering up to 33 knots. Lying Turkey.



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**CUSTOM LINE**



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Line 97 available for  
delivery this season

Substantial saving on replacement cost of over €9.25m! €1.3m+ of options, described by the yard as "the most fully equipped 97 ever built"! Brand new 2011 model of this magnificent 30m super yacht, with through-hull windows in all lower cabins. Accommodation for 12 in 5 cabins plus crew. Gyroscopic zero-speed stabilisers. Powered by twin 2400hp MTU engines giving 27/29 knots, range 420nm. Lying S.France.



## Ferretti 881

**asking €3,250,000**  
**ex Tax**

## 2006 Exceptional example, immaculately maintained

Beautiful matt finished Cherry interior. Superbly spacious main deck. Accommodation for 8 in 4 cabins, plus 2 crew cabins. All usual Ferretti refinements, including zero-speed 'gyroscopic' ARG stabilisers. Twin 2200hp MTU engines give 24 knots cruise and 28 knots max. Fully equipped and currently undergoing a full winter service programme for pristine start to the coming season. Lying Italy.



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BLINK 41m



AKHIR  
Year 2009  
€ 12,500,000

FULTON 110+ 34,3m



Project to be completed



FULTON YACHTS  
Year 2008  
€ 1,800,000



VAT Paid

CLAN 16,3m



CARLINI RIMINI  
Year 1988  
€ 495,000

HAIGAN 27,5m



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HARWAL  
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VAT Exempt

## AYOUCCHKA 28,7m



Major Price reduction

## SEAQUENCE 27m



Major Price reduction

## RED SKY 28,1m



BENETTI 26S

Year / Refit 1975 / 2009  
€ 1,750,000

ADMIRAL

Year / Refit 1983 / 1999  
€ 450,000

GUY COUACH

Year 2002  
€ 1,650,000

Commercial

## FIRENZE STAR 29,3m



Commercial

## QUEEN OF ANDAMAN 41m



PR MARINE

Year 1999  
€ 1,200,000

SEALYON YACHT

Year 2007  
€ 6,500,000

Also available for charter

## FLECHE D'ARGENT 18,7m



OTAM  
Year / Refit  
1999 / 2012  
€ 730,000





**BENETTI Sail Division 24 m 2001/2011**

**1.950.000 € VAT included (+options)**

**FINANCING AVAILABLE**



**FALCON 27 m 2008**



**1.890.000 €**

**RAYMOND DU PUY: BENETTI Sail Division 24 m 2001/2011.** Marvellous Displacement yacht: Steel Hull and aluminium superstructure. Gentleman yacht feeling with a high reliability and security due to a 2001 building and a 2011 total refit and technical upgrade. Stabilizers, Satellite TV, etc.... 2 master cabins + 2 guests cabins for 8/10 guests. Option Hard Top and option Jacuzzi on request.

**Central agency. Financing Available**

**For SALE: 1.950.000 € VAT included (+options)**

**FALCON 27 m 2008.** Very nice modern designed specimen of well known FALCON model. As new. 140 engine hours. 2x1.800 MTU. Full option.

**For SALE: 1.890.000 €**





BENETTI Sail Division 110 2008

5.400.000 €

FINANCING AVAILABLE



AZIMUT 98 LEONARDO delivery 2005 2.950.000 € + 2,5% European Vat FINANCING AVAILABLE

**EVERGREEN V: BENETTI Sail Division 110'** is unique. Gentleman yacht recently built: 2008. Combining 1930' style with a modern and comfortable interior design. Incredible outside and inside volume giving a 140' yacht feeling. Flexible accomodation for 8/12 guests, 8/4 crews. Most modern extras: electronics, communication, 0 speed stabilizers, etc....

Central agency. Financing Available For SALE: 5.400.000 € CHARTER: 68.000 € / week

**AZIMUT 98 LEONARDO** Great original model. Delivery 2005. Perfect state. Full equipment.

Financing Available

For SALE: 2.950.000 € (+2,5% European Vat)

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for Sale and Charter

NEW  
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FOR SALE



## 30m INSPIRATION B

Ferretti Custom Line 97' - 2006  
12 guests in 5 cabins + crew  
Asking Price: P.O.A.  
Also available for Charter

### YACHT MANAGEMENT – CHARTER & BROKERAGE – TECHNICAL DIVISION – CREW – UNIFORM

Central Agents  
for Charter



## 26m YUMI

Alalunga 85' - 2007  
9 guests in 4 cabins + crew  
Weekly charter fee from € 36.000

NEW CENTRAL  
AGENCY

Central Agents  
for Charter



## 36m VIRIELLA

Maxi Dolphin 118' by German Frers - 2001  
9 guests in 4 cabins + crew  
Weekly charter fee from € 50.000

RECENT PRICE  
REDUCTION

Central Agents  
for Sale



## 24m TOBEKA

Cantieri Navali Arno - Leopard 24 - 2005  
6 guests in 3 cabins + crew  
Asking Price: € 1.750.000

Central Agents  
for Sale and Charter



## 41m OCEAN EMERALD

Rodriguez Cantieri Navali - 2009  
12 guests in 5 cabins + crew  
Asking Price: P.O.A. - Also available for Charter

Central Agents  
for Charter



## 30m BEYOND THE CLOUDS

Benetti - 2004  
8 guests in 4 cabins + crew  
Weekly charter fee from € 45.000  
Also available for Sale

Central Agents  
for Charter



## 22m TRILLY

Dalla Pietà Yachts - 2007  
11 guests in 4 cabins + crew  
Weekly charter fee from € 30.000



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Cigarette Racing Team LLC - 2006  
10 seats - 1 Custom Cabin  
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**33m MARHABA** >>>

Ocea - Commuter 108' - 2007  
9 guests in 4 cabins + crew  
Weekly charter fee from € 46.000



**30m FOIE GRAS** >>>

Nicholas Witsen & Vis Alkmar Holland - 1974/2010  
7 guests in 4 cabins + crew  
Asking price: € 1.150.000



**21m VARUNA** >>>

Philip & Son Ltd - 1909  
Asking Price: € 470.000



**41m OCEAN SAPPHIRE** >>>

Rodriquez Cantieri Navali - 2010  
12 guests in 5 cabins + crew  
Weekly charter fee from € 115.000



**21m GABY** >>>

Abacus Marine - 2008  
8 guests in 4 cabins + crew  
Weekly charter fee from € 30.000



**35m GINEVRA** >>>

Tecnomar - Velvet 35 - 2008  
8 guests in 4 cabins + crew  
Weekly charter fee from € 68.000



**36m CLEOPATRA** >>>

Riva - Athena 115' - 2009  
12 guests in 5 cabins + crew  
Asking price: P.O.A.

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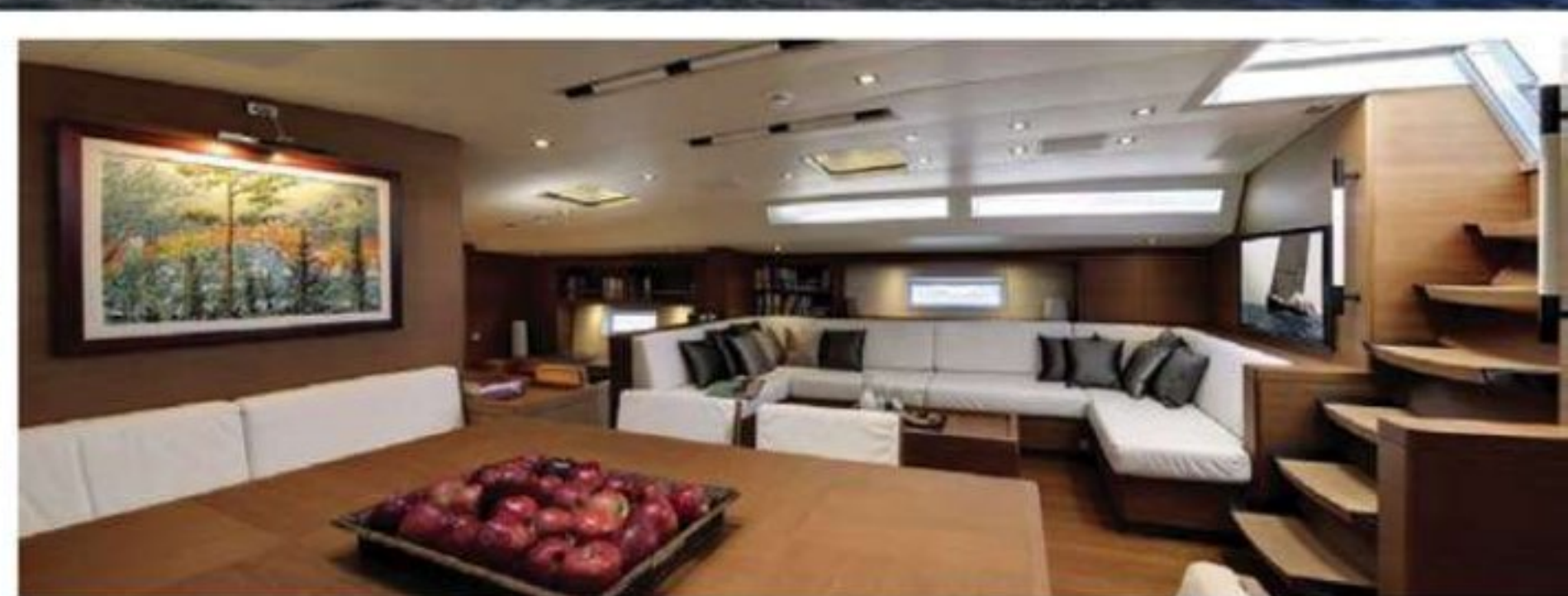
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## SW 100 RS Cape Arrow 2011

30,20m designed by Farr Yacht Design & Nauta Design, High Spec construction, MCA coded, Cayman Islands flag, lying in Genoa (Italy)



## SW 78 RPN Mrs Marietta 2002

23,99m designed by Reichel Pugh & Nauta Design, refit Autumn 2011, UK flag, VAT paid, lying in Genoa (Italy)

# brokerage

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LOA 26.62M / BUILT 1977 REFIT 11 / PETER SIJM -  
JONGERT DESIGN / 6-8 GUESTS - UP TO 4 CREW

Plenty of living space and comfort. Large and cozy deckhouse and protected outside cockpit seating area. Maintained in first-class condition. Ideal and safe family yacht.



**OBSESSION II** CIM 115' / 3.500.000 € / LOA 34.20M  
BUILT 02 / BERRET RACOUPEAU DESIGN  
8 GUESTS - 5 CREW

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## 105' CBI NAVI 1998

3 Staterooms + 6 crew, Full paint job 2008, Mechanical refit 2010  
 Navigation & Communications upgrades 2011, Immaculate condition [Jeromy Mold jeromy@ardell.com](mailto:jeromy@ardell.com)



## 100' FALCON 2000

4 Staterooms + 3 crew, Large Salon for entertaining, Fast 26 kts, Beautifully finished cherry interior, Raised pilothouse with Flybridge, Video available [Brian Hermann brian@ardell.com](mailto:brian@ardell.com)



## 87' JOHNSON 2006

Low hours on C-30 CAT diesels, 4 Staterooms, 5 Heads, TRAC stabilizers  
 Hydraulic bow & stern thrusters, Furuno electronics, LLC ownership [Todd Rittenhouse rittenhouse@ardell.com](mailto:rittenhouse@ardell.com)



## 80' NOVATEC 2001

Sport motoryacht custom designed by Spadolini. 5 Staterooms, Mahogany finish  
 Low hr. CAT 3412's, Stabilizers, Full complement of Simrad electronics [Mason Staring mason@ardell.com](mailto:mason@ardell.com)

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## 117' CUSTOM MOTORYACHT 2007

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 Immaculate condition, Videos available, Massive price reduction! [Brian Hermann brian@ardell.com](mailto:brian@ardell.com)



## 82' ISM 1987

Don Brooke design built to Lloyds 100A1+, Hydraulic sails and  
 Winches, New paint, 2011 refit [Bob Zarchen bob@ardell.com](mailto:bob@ardell.com)



## 84' NORTHERN MARINE 2006

3 Staterooms + crew, Single Cummins 600hp diesel, Trans-oceanic range  
 Bow and stern thrusters, Furuno electronics, Fresh bottom paint [Tom Corkett corkett@ardell.com](mailto:corkett@ardell.com)



## 76' ADMIRAL MARINE 2000

Custom built, Fiberglass/Composite construction, Three Staterooms plus crew  
 Power winches/furling system, Set up for short-handed sailing [Jim Elliott elliott@ardell.com](mailto:elliott@ardell.com)

California T 949.642.5735 F 949.642.9884 Email [yachts-ca@ardell.com](mailto:yachts-ca@ardell.com)  
 2101 West Coast Highway, Newport Beach, CA 92663 USA





## SAILING YACHT DAIMA

'**DAIMA**' is a fine example of what is possible in a 'motor-sailer' combining excellent accommodation with remarkable sailing performance – she sails comfortably at 9 knots and can easily achieve 12 + knots.

As for her accommodation she has a spacious owner's stateroom which looks out through extensive stern windows; a VIP guest cabin to starboard; more modest guest cabin to port; a further VIP guest cabin and an additional twin guest cabin.

### In summary:

- Full width owners stateroom
- Two VIP guest cabins
- Two conventional guest cabins
- The full width saloon has panoramic views even when seated and this opens on to the aft deck dining area with a substantial bar and a lounging area further aft
- She has Formula spars and Doyle sails



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*Stravaig* is a four times winner of the Oyster Regattas  
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£2,500,000 ex VAT. Lying: Oyster Palma

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2008 | 2 x 1.550hp MAN | 3 Cabins

Price exclusively upon request

AVAILABLE FOR CHARTER - SUMMER SEASON 2012 !



### PERSHING 50'

2009 | 2 x 900hp MAN | 3 Cabins

Price upon request | Trade-in available

Available for Charter - Summer season 2012 !



### SUNSEEKER PREDATOR 52'

2009 | 2 x 800hp MAN | 3 Cabins

Price upon request | Trade-in available

Available for Charter - Summer season 2012 !



### AICON 64' (Tenderlift)

2005 | 2 x 1.300hp MAN | 4 Cabins

Price upon request | Trade-in available

Available for Charter - Summer season 2012 !



### FERRETTI 620

2011 | 2 x MAN 1.100hp | 3 Cabins

Price exclusively upon request



### PERSHING 88'

2005 | 2 x 2.000hp | 4 Cabins

€ 1,600,000 | Lease running



### AZIMUT 116'

2005 | 2 x 2.000hp | 6 Cabins

€ 3,700,000 | V.A.T not paid

## ABYS YACHTING

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**COPASETIC** embodies an exceptional combination of luxury, comfort, endurance and seaworthiness on any ocean. Commissioned by an expert yachtsman, she was built with uncompromising standards from the initial hull design to the finest interior detail including five spacious staterooms, a gym and owner's deck with private sitting room and outside deck. There is a separate pilothouse deck with navigation office and captain's quarters, a top deck hot tub, bar and sundeck complete with hammocks shaded by a fixed hard top. Additional specifications include 3508B Caterpillar engines with five year extended warranty, 5000-gpd water maker, Quantum hydraulics with at-anchor, active fin stabilization, fully compliant GMDSS station, 20,000 gallons of fuel capacity, 10,000 gallons of ballast water capacity, keel coolers, two 99KW generators. An array of tenders include a diesel powered 32' SeaVee and 22' Nautica diesel jet tender. A Palfinger knuckle



boom crane and single point pick-ups on tenders facilitate simple, rapid deployment. Fully equipped flybridge helm with redundant electronics and hard top. Maintained to the highest standards, COPASETIC is a totally functional, luxuriously appointed, reliable and capable, long range yacht designed to support an array of tenders and operate independently for extended periods.

LOA: 141' (43.0m)

Year: 2006

Beam: 31' (9.4m)

Builder: Hike Metal Products  
and Shipbuilding LTD

Draft: 7'7" (2.3m)

Speed: 12-13 knots

Type: Expedition Yacht

Price: \$19,900,000

Flag: Cayman Islands

ABS Maltese Cross A1 AMS  
Commercial Yachting Service,  
Unrestricted; MCA LY2 Compliant;  
ABS Five Year Survey passed  
September 2011



Please contact Central Agent BEN SNEAD at (252) 675-5555

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**Eur 3.000.000**



**MY ARROW | CNC 95** Interiors by Hot Lab Yacht Design  
Great equilibrium in the layout, prestigious materials. Fully equipped. Extended Warranty.  
28,5 X 6,5 : 2010 : GRP : 4 CABINS + 2 CREW CABINS



**PRESTIGIOUS. LIKE NEW**

**ALEICA | AKHIR 90**  
Cantieri di Pisa's high quality and style. Extended Warranty.  
Carlo Galeazzi's design. Registered under 24 metres.  
27,5 X 6,61 : 2010 : GRP : 4 CABINS + 2 CREW CABINS



**THE FINEST STEEL "WORLD TRAVELLER"**

**GRAND CRU III | BENETTI SAIL DIVISION 115 WT**  
The best yacht in its category, P.B. Behage project.  
With a range of 5,000 miles. Refined and technologic.  
36,1 X 7,65 : 2009 : STEEL/ALLUMINIUM : 4 CABINS + 3 CREW CABINS



**LONG RANGE YACHT WITH TRANSOM STERN**

**BENETTI SAIL DIVISION 85 SD**  
A very fine displacement yacht. Fully equipped.  
Fuel consumption: 100l/h. 2,000 nautic miles of autonomy.  
25,8 X 6,4 : 2007 : STEEL/ALLUMINIUM : 4 CABINS + 2 CREW CABINS



**A SUPER CLASSIC ROUND STERN YACHT**

**MR WHITE | BENETTI SAIL DIVISION 79 FD**  
Very refined interiors with bright fittings. Excellent layout  
with big fly area. Long range, fuel capacity 20,000 litres.  
23,95 X 6,18 : 2006 : STEEL/ALLUMINIUM : 4 CABINS + CREW

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photo: Gilles Martin-Raget

## AORI Wally 80

Styling and interiors of Wally and Lazzarini Pickering Architects, hull lines of Farr Yacht Design. AORI features a canting keel for enhanced performance and comfort. Accommodation for 6/8 in 3 cabins plus crew. Wally, 2004 - 23.99 m / 78' 8" Asking price € 2,750,000



## BAIA ONE Baia One 43

A great day cruiser with a sleek line and a generous cockpit. Baia, 2008, 13.34 m / 43' 9" Asking price € 380,000



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KITARO



2009 SUNSEEKER PREDATOR 92 SPORT

Engines: 2 x 2434HP MTU 16V 2000 M93  
Lying: South of France

£3,750,000 VAT Paid  
Central Agent

GEMINI



2004 FERRETTI CUSTOM LINE 94

Engines: 2 x MTU 16V 2000 M91  
Lying: Mallorca

€3,350,000 Ex VAT  
Central Agent

LADY FERYAL



2003 43M ALFAMARINE TRI-DECK YACHT

Engines: 2 x MTU 12V 4000 M90 2775HP  
Lying: Mallorca

USD 9,500,000 Ex VAT  
Joint Central Agent

LILLY



2009 PRINCESS 85 MOTOR YACHT

Engines: 2 x 1800HP MTU 12V 2000 M93  
Lying: Mallorca

£2,500,000 Ex VAT  
Central Agent

HIGH ENERGY



2010 SUNSEEKER 88 YACHT

Engines: 2 x 1947HP MTU 12V 2000 M94  
Lying: United Kingdom

£3,300,000 Ex VAT  
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LE VOLPI



2010 SUNSEEKER PREDATOR 130

Engines: 2 x 3460HP MTU 12V 4000 M93L  
Lying: South of France

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# TROYANDA



“After another very successful charter season, Troyanda is again available for this summer throughout the Mediterranean. Featuring a completely new interior by HB design, this well-known and reputable FEADSHIP (previously M/Y High Chaparral) has been subject to an extensive upgrade, inclusive of AV systems and excellent list of new toys, to make her one of the most comfortable and cutting-edge yachts available for charter.’

Length: 50M (164')  
Beam: 9.3M (30')  
Draft: 3.2M (10')  
Crew: 12  
Built: 2004  
Staterooms: 5 (+1 convertible)  
Guests: 10  
Cruising Speed: 12 knots  
Tenders: 2

  
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**TATIANA - 45 meters**



Designed by the well-known German superyacht designer Joachim Kinder from Munich. Launched in 2011 with full options. The most unique part of the yacht is the owner's-stateroom on upper deck with spa area (massage-room, steam room), a luxuriously bathroom, an extra study. 6 staterooms for 14 guests. Price: 14 500 000 EUR. Available at the Antibes boat show, April 2012. Sales and charter. Keenly for sales as the owner has ordered a new construction yacht. Gsm E.U : +33 668 890 002

**40 meters**



Designed by the famous H2 DESIGN studio from London, Launched in 2012, most beautiful interior furniture by Septemar company, accommodation for 8/10 guests in large staterooms. Price: 9 500 000 EUR. Available for season 2012. Gsm E.U : +33 668 890 002



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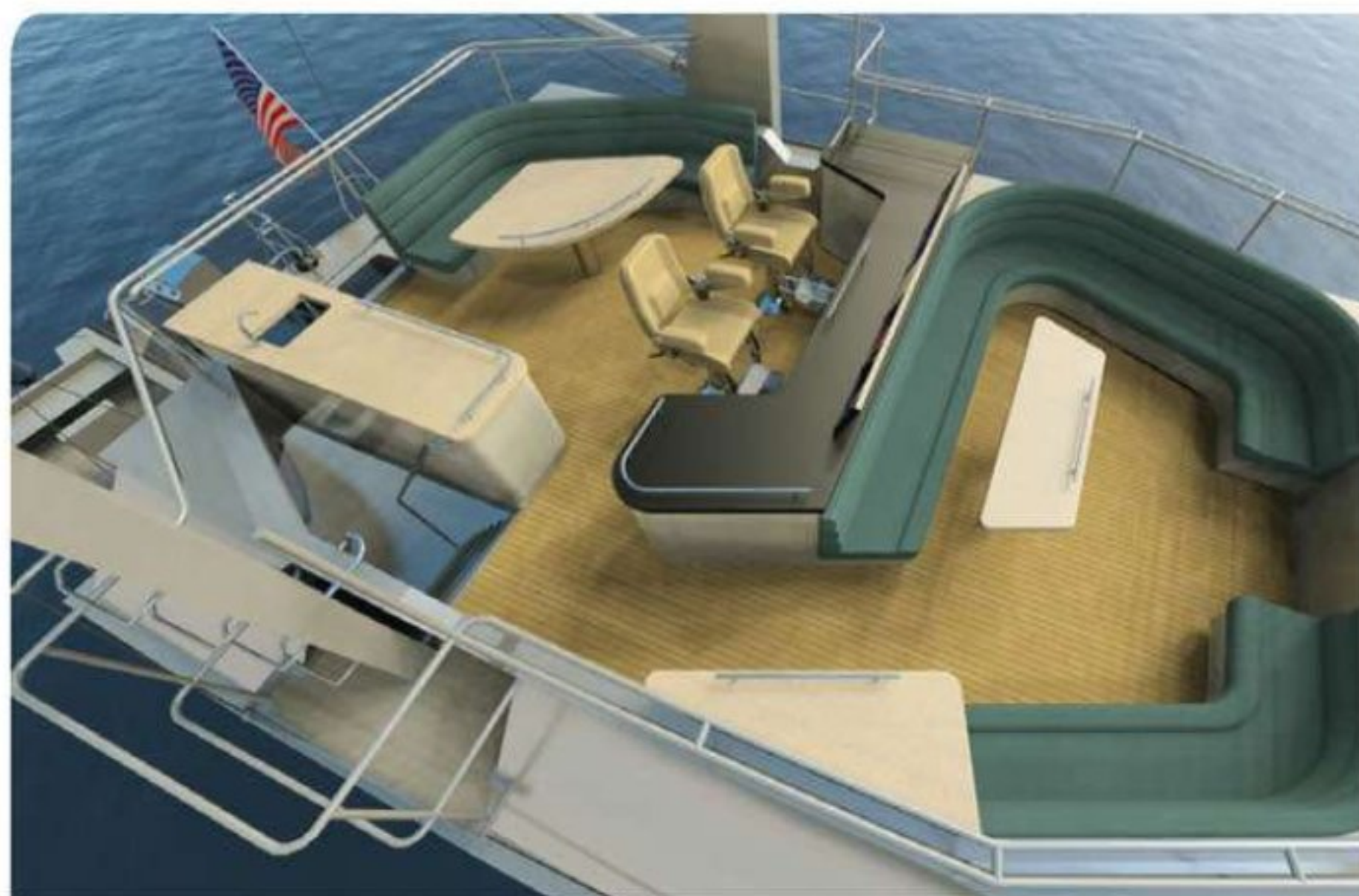
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## HETAIROS

The 42.8m 1993 HETAIROS from Abeking & Rasmussen is a fast, classic, wooden ketch of the highest pedigree built for world cruising.  
Price: 9,900,000 EUR. Joint Central Agents.



## MERLIN – PRICE REDUCTION

This 36m modern Turkish motor sailor from 2010 has excellent volume. Can accommodate 9 guests.  
Price: 6,950,000 EUR. Central Agents for sale and charter.



## PASSE PARTOUT

World cruising capable 42m Jongert from 2001. Has benefitted from two major refits in her life.  
Price: 9,250,000 EUR (VAT paid). Central Agents.



## HAVANA – PRICE REDUCTION

30.5m ocean cruising yacht, from Vitters and Bill Dixon. Pedigree construction, sleek lines, spacious interior. Accommodates 7 guests in 3 cabins.  
Price: 4,900,000 EUR (VAT paid). Joint Central Agents.

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## DIANE

Fully custom built 43m Benetti (FB 236), with a luxurious Francois Zuretti interior. Zero speed stabilizers, ABS classed and MCA certification.  
Price: 17,950,000 EUR. Central Agents.



## LADY FERYAL

42m of versatile accommodation for up to 16 guests (12 charter) in 8 cabins. From 2003 with new paint and more in 2009.  
Price: 9,500,000 USD. Joint Central Agents for sale and central agents for charter.



## SEA D

40m Proteksan Turquoise from 2003 with 5 cabins for 10 guests. Substantial 2009/10 refit.  
Price: 12,900,000 USD. Central Agents.



## POLLUX

What distinguishes this 33m Cantieri di Pisa from every other yacht in this category is her Donald Starkey interior.  
Price: 4,500,000 EUR. Central Agents.





## ICE 170 - NEW CONSTRUCTION

A rare opportunity to complete the build of a quality 52m yacht at an unprecedented price. Project is offered 'as is' and can be delivered to any shipyard of choice to finish. Price: 7,500,000 USD. Central Agents.



## SOFIA 3

After a serious internal revamp, this 43m, 2008 Baglietto is back on the market - absolutely not to be missed. Price: 15,250,000 EUR. Central Agents.



## TITAN

60m of yacht that offers a unique blend of Italian style and comfort with ex-military purposefulness, strength and sea keeping. Price: 21,900,000 EUR. Central Agents for sale and charter.



## OLAH

Beautiful version of the 47m ISA from 2005 and built with extended upper deck and sun deck. 50m Berth in Golfe Juan available by separate negotiation.. Price: 16,000,000 EUR. Central Agents for sale and charter.

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## WERE DREAMS - NEW CENTRAL AGENCY

Third of the much praised and admired AMELS 171 Limited Editions Series. Delivered to her owner in April of 2008 and has successfully cruised far and wide since, covering over 70,000 miles. Highly spec'd and superbly maintained without regard to cost, often said rarely proven – except in this case. POA. Central Agents.



## DIAMONDS ARE FOREVER - FOR CHARTER

This 61m Benetti features a stunning Evan Marshall interior; Accommodates 12 guests in 2 panoramic master suites and 4 guest staterooms. She has an elevator to all decks, full beam sky-lounge, touch & go helicopter operations, huge deck spaces & beach club / garage.  
Charter Price: 330,000 - 365,000 EUR pw MYBA



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